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NEWS SUMMARY

GENERAL

Solidarity calls for policy changes

Solidarity strategists called for changes in Poland's employment and consumer prices policy, an independent judiciary, censorship limits, and democratic procedures for Parliament and local councils. They want senior jobs reserved for Communist Party members to be open to all.

Italian and French delegates to East Germany's party congress said Poland should be left to solve its problems "without outside interference." Page 2

Hunger striker gives up

One of 25 left-wing hunger striking prisoners in West Germany abandoned his action after 65 days.

His decision follows Sunday's West Berlin rampage by their supporters, damage to power lines by a U.S. military train obstructed near Cluvenhagen apparently by Red Army Faction supporters, and the foiling of an attempt to blow up a police bus in Hanover.

No Sands move

The Commons looks unlikely to try to expel Bobby Sands, the IRA hunger striker elected Fermanagh and South Tyrone MP last week. Back Page

Artist strangled

A third inmate murdered in Italy's Novara jail in the past month was a right-wing artist serving life for a bomb outrage.

SDP name row

The "Gang of Four" and about 20 other Social Democratic Party members will be served today with writs alleging they took the party name from the left-wing Social Democratic Party formed in March, 1980. The High Court, Manchester, is to hear an application for an injunction preventing Mrs. Shirley Williams and others using the name.

Benn rejection

Tony Benn rejected calls from Labour Party left-wingers that he should not challenge Denis Healey for the party's deputy leadership. Back Page

Thatcher leaves

Mrs. Thatcher leaves today for a tour of India and the Gulf States, to increase commercial influence and strengthen relations. Page 12

Critical test

Space shuttle Columbia today faces possibly its most critical test with re-entry to earth's atmosphere and an unpowered glide to its landing. Page 4

Tube halted

London's Underground network was halted, stranding passengers for an hour, because of a power failure.

Rundle inquiry

New South Wales' corporate affairs commission is investigating rumours that stock market "killings" were made after a leak about Rundle oil-shale project problems.

Health challenge

Dr. David Owen said successive Governments cravenly refused to challenge tobacco and alcohol interests. He called for statutory controls. Page 10

Briefly . . .

Alitalia pilots started a seven-day strike from midnight. Page 2

Spain's Premier Calvo Sotelo will visit West Germany on April 22 and 23.

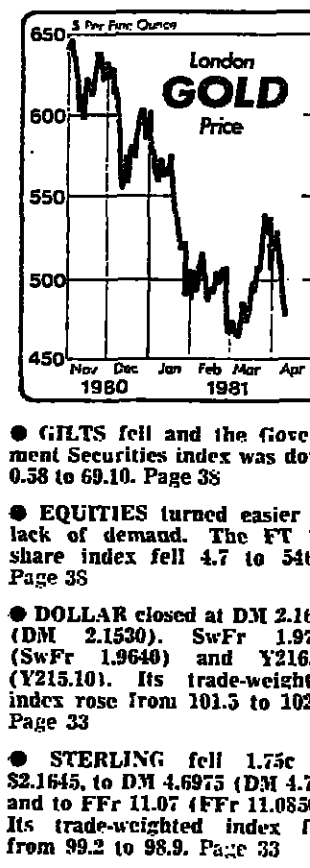
Thermal airship Peter Stuyvesant will be launched at Stourbridge, Worcs., tomorrow.

UK aid to India totalled a record £140m (about $300m) in the last financial year.

BUSINESS

Gold falls $21; gilts off 0.58

● GOLD fell $21 in London to $471.5. Dealers blamed high U.S. interest rates and lessening tension over Poland. Page 33



● GILTS fell and the Government Securities index was down 0.58 to 69.10. Page 38

● EQUITIES turned easier on lack of demand. The FT 30-share index fell 4.7 to 546.6. Page 38

● DOLLAR closed at DM 2.1690 (DM 2.1530). SwFr 1.9795 (SwFr 1.9640) and Y216.25 (Y215.10). Its trade-weighted index rose from 101.5 to 102.5. Page 33

● STERLING fell 1.75c to $2.1645, to DM 4.6975 (DM 4.70) and to FFr 11.07 (FFr 11.0850). Its trade-weighted index fell from 99.2 to 98.9. Page 33

● WALL STREET was down 5.40 at 994.87 near the close. Page 36

● CANADA may stop exporting nuclear reactors because it cannot compete against countries with lower safety standards, said Prime Minister Pierre Trudeau. Back Page

● BRANDEIS GOLDSCHMIDT, a leading member of the London Metal Exchange, and a subsidiary of merchant bankers S.G. Warburg, may be sold to Pechiney Ugine Kuhlmann, the French-based metals group. Back Page

● PHILIPP HOLZMANN, W. German construction company, is paying $26m (£11.93m) to take over U.S. engineering company Lockwood Greene. Page 30

● MARUBENI, a leading Japanese trading house, plans to float up to $30m (£13.8m) in dollar commercial paper in the Eurodollar market. Page 31

● ENGINEERING Employers Federation wants tighter controls on the statutory Engineering Industry Training Board. Page 8

● MERSEY DOCKS and Harbour Company expects to meet its voluntary redundancy target and qualify for further aid. Page 8

COMPANIES

● GLAXO HOLDINGS, pharmaceutical manufacturers, reported pre-tax profits of £35.6m (£30.32m) for the six months to end 1980. Page 26; Lex, Back Page

● BURTON GROUP, clothing manufacturer and retailer, had taxable profits of £8.77m for the 26 weeks to end February 1981, against £9.34m. Page 27; Lex, Back Page

● RUGBY PORTLAND Cement's pre-tax profits for 1980 were up £1.75m at £16.86m. Page 26; Lex, Back Page

● HOECHST of West Germany, chemicals group, had losses last year of $10m (£4.6m) at its main U.S. subsidiary, against $30m net profit. Page 30

● SACILOR, French steel company, made losses of almost FFr 2bn (£181m) last year. Page 29

● NCR and CONTROL DATA, two leading U.S. computer companies, reported higher first quarter earnings. Page 29

CHIEF PRICE CHANGES YESTERDAY

(Prices in pence unless otherwise indicated)

RISES:			AB Electronic	107	− 7
Automated Security	345	+ 5	Argyll Foods	119	− 8
Bowater	252	+ 13	British Sugar	301	− 7
Davies & Metcalfe A	31	+ 5	Commercial Union	166	− 7
Erith	80	+ 9	Horizon Travel	260	− 14
Fothergill & Harvey	134	+ 6	Kakuzi	35	− 5
Glaxo	338	+ 16	Lloyds Bank	342	− 10
Haden Carrier	298	+ 10	Lucas Inds.	202	− 8
Jacobs (John I.)	41	+ 3	Mercantile House	643	− 17
Martin (Albert)	31	+ 3	Rothmans Intl.	77½	− 3
Martin (Newsagent)	244	+ 6	Tube Invs	212	− 6
Nova Jersey	69	+ 6	Waitmoaings	193	− 10
Small & Tidmas	85	+ 15	NCC Energy	120	− 8
Streeters of G'ming.	33	+ 4	Cent. Pacific Mins.	130	− 10
Travis & Arnold	170	+ 8	Charter Cons.	222	− 8
Greenbushes Tin	875	+ 75	Poseidon	238	− 16
FALLS:			RTZ	465	− 13
Treasury 13pc 2000	£98	− 1¼	South. Pacific Pets.	53	− 7

ARRESTS TOTAL 224 ● DEFENCE COMMITTEE APPEALS

● Brixton Defence Committee appealed for supporters throughout the country to attend a mass rally in the area next Sunday.

● Scotland Yard said 207 people, of whom 149 were police, were injured during the riots. Ten police and a member of the public were still in hospital. The condition of PC Denis Ozols, who suffered a fractured skull, was still "serious."

● During the weekend, 224 people were arrested.

● Lambeth Council said more than 100 premises had been damaged, of which nine have been demolished. Unofficial estimates of damage to buildings amount to £5m.

Scarman will conduct Brixton riots inquiry

BY MARGARET VAN HATTEM

LORD SCARMAN, the Lord of Appeal, is to conduct a public inquiry into the riots in Brixton at the weekend. He conducted the 1974 inquiry into the anti-National Front riot at Red Lion Square.

Mr. William Whitelaw, Home Secretary, came under immediate attack in the Commons when he announced the appointment. Mr. Roy Hattersley, shadow Home Secretary, repeatedly urged him to broaden the terms and membership of the inquiry.

He claimed the Brixton inquiry, under Section 32 of the Police Act, would be limited to the policing of the area, ignoring deep-rooted causes such as unemployment, inadequate housing and the breakdown of relations between the police and the public. "A limited inquiry can be no more than a palliative and the time for palliatives is past," he said.

But the Home Secretary insisted on the overriding need for an urgent inquiry and a speedy report. "I have come quickly to this conclusion because I take the view, on visiting the area yesterday and

Scarman: man of last resort, Page 9
Whitelaw announces inquiry, Page 12
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hearing all the evidence as to what happened, that it was absolutely crucial for this House to take firm, clear and decisive action at the earliest possible opportunity," he said.

The events of the weekend called for "most thorough examination." The terms of reference, requiring Lord Scarman to inquire urgently into the serious disorder in Brixton on April 10-12 and to report with the power to make recommendations, would enable him to look into the wider aspects mentioned by Mr. Hattersley.

Moreover, the all-party Commons Select Committee on Home Affairs had been conducting an inquiry into racial disadvantage and he did not want the two inquiries "to get their wires crossed."

Mr. Whitelaw did not refer directly to the widespread criticism of the role of the police which has emerged since the weekend and which surfaced among the Labour backbenchers yesterday.

But in defending the Metropolitan police force, he referred indirectly to the questions being raised. "Whatever questions may arise in people's minds about the reasons why this outbreak of violence occurred, there is no doubt in my mind that Metropolitan police officers of all ranks carried out their duty

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Industrial output goes up slightly for February

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

INDUSTRIAL OUTPUT rose slightly in February, the first check to the sharp decline of the past year. This was mainly because of an increase in production of the steel, chemicals and beer.

Central Statistical Office figures published yesterday show that the all-industries' index of output rose by 0.8 per cent to 89.1 (1975=100) from January to February.

Manufacturing production rose by 0.9 per cent, its first increase since November 1979.

This pick-up provides important but not decisive evidence in the intense debate about the state of the economy.

The Whitehall line yesterday was cautious, warning against too much optimism on the basis of one month's figures, and pointing out that between December and February the all-industries index was still 1.9 per cent less than in the previous three months.

Consequently, the Central Statistical Office said that the figures suggested "some easing in the rate of decline in manufacturing output in the early part of the year."

There are several positive signs. In particular, chemicals output is now clearly rising as the cut in stocks shows; this sector tends to be an advance indicator of changes in the level of economic activity.

Production in the metal manufacturing sector, notably steel, rose by 1.3 per cent in the December to February period.

Taken together with the favourable movements in the official cyclical indicators, which look ahead to turning points in the economy, these figures will be seen by some economists as suggesting that the trough of the recession has been reached, or at least is imminent.

The main alternative view, held by the Confederation of British Industry, is that the halt to the fall in output will be only temporary, and that the decline will soon resume, and continue until early next year.

On this view the current pause can be explained by higher consumer spending and lower imports offsetting the fall in investment and exports.

But consumer demand is soon expected to weaken, partly because of the Budget, and imports may rise, offsetting the favourable impact of a slower rundown in stock levels.

Reports from individual companies and from various business opinion surveys are mixed, though some commentators have noted a more optimistic tone in recent weeks.

Any improvement, however, is likely to be small relative to the decline of the last year.

Between December and February, for example, the all-industries index was 11 per cent lower than a year earlier, while manufacturing output was 14½ per cent down in a period which had anyway been depressed by the steel strike.

On the same comparison, textiles, leather and clothing production was 18 per cent down, while engineering production was also 18 per cent lower and continuing to fall sharply, notably in the commercial vehicles sector.

Output of the food, drink and tobacco industries was down by only 3 per cent, and beer production has recently risen from its low levels of last autumn.

Thatcher names 15 life peers

BY RICHARD EVANS, LOBBY EDITOR

FIFTEEN new life peers, including six Labour supporters and a Liberal, were announced yesterday, after an appeal to Mrs. Thatcher by Mr. Michael Foot, Opposition leader, for increased representation in the Lords.

They include Mrs. Jane Ewart-Biggs, widow of the assassinated British ambassador to Dublin, and five former Labour MPs, who lost their seats at the last general election.

No by-elections will result from the list. Neither Mrs. Thatcher nor Mr. Foot wishes to see the electoral strength of the newly-formed Social Democratic Party put to the test.

Mr. Foot issued a statement stressing that the sole purpose of creating six Labour peers was to enable the Labour Party to carry out its "unavoidable obligations" in the Lords. He retained his conviction that the Upper House should be abolished.

"However, I also believe that, so long as it exists and is part of the legislative process, the Labour Party cannot leave our opponents to operate the place to suit themselves, without even the surveillance which Labour peers can supply," he declared in an attempt to head off protests from Labour's Left.

Former Labour MPs, who will now become Opposition spokesmen in the Lords, are Mr. Edward Bishop, a former Minister of State for Agriculture; Mr. Hugh Jenkins, a former Minister for the Arts; Mr. John Mackie, a former Parliamentary Under-Secretary for Agriculture; Mr. Elystan Morgan, former Under Secretary at the Home Office; and Mr. William Molloy, former Labour backbencher.

Mrs. Thtacher has taken the opportunity given by Mr. Foot's request to recommend eight names who would have appeared on a later Honours' List.

These include Professor Sir Max Beloff, former principal of the privately-financed University College at Buckingham; Mr. Hugh Thomas, the historian and author, who is now chairman of the Centre for Policy Studies and a vocal supporter of the Prime Minister; and Sir Desmond Plummer, chairman of the Horserace Betting Levy Board and former leader of the Greater London Council.

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Hedderwick dealings details sought

By Christine Moir

THE STOCK Exchange Council has called on all member firms to disclose details of outstanding dealings with Farrington Stead, the Manchester investment management group. Its gilts transactions with Hedderwick Stirling Grumbar led to the hammering of the stockbroking firm late on Friday.

The instruction to member firms has been made "as a result of certain information which has come to light following the failure of Hedderwick relating to gilts transactions on behalf of a Manchester client called Farrington Stead."

The group has an outstanding debt with Hedderwick of £1.9m. The final position of the stockbroking firm will depend on the "recoverability of one large debt," said Mr. Martin Fidler, the official assignee appointed as liquidator to Hedderwick.

Farrington Stead has two principals: Mr. Geoffrey Farrington, a member of the Institute of Actuaries, and Mr. Harry Stead. One of the shareholders of the investment group, which first applied for a licence to deal in securities in January last year, is Mr. Aggie de Souze, until Friday the manager of Hedderwick's gilts settlement department.

Mr. de Souze attempted to take over Crystal Palace Football Club in January this year. He made a £½m cash offer for the club.

On Friday Mr. de Souze stopped working for Hedderwick pending the abortive merger

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Following the "hammering" of Hedderwick no dealings can be done by any of its staff. The firm had 5,000 private clients when it collapsed. Many had already signed an authorisation for their business to be carried out through Quilters. Those authorities will probably need to be redrawn now the merger has been aborted.

Clients must now decide on a new broker. Mr. Wallis Hunt, chairman of Hedderwick, has asked Quilters to carry out dealings for clients while the position is finalised.

Dealings carried out by Hedderwick brokers after 3 pm on Friday, when the firm ceased to trade, were "adopted" by Quilter and will be settled as usual.

£ in New York

—	April 10	Previous
Spot	2.1770-1800	$2.1935-1945
1 month	0.65-0.72 pm	0.62-0.69 pm
3 months	2.05-2.15 pm	1.85-1.95 pm
12 months	6.65-6.85 pm	6.30-6.50 pm

Schmidt hits at Bundesbank's monetary policy

BY STEWART FLEMING IN FRANKFURT, ROBERT MAUTHNER IN PARIS AND JOHN MAKINSON IN BASLE

HERR HELMUT SCHMIDT, the West German Chancellor, has sharply criticised the monetary policy of the Bundesbank, the West German Central Bank, at a meeting of top members of the Government coalition attended by Bundesbank president Herr Karl Otto Poehl.

In the wake of the exchange between them, Herr Schmidt later passed on to Herr Poehl a letter from the French Prime Minister, M. Raymond Barre, which also criticised the Bundesbank's monetary stance.

Reports of the disagreement, which occurred during discussion of economic policy among leaders of the coalition Government on April 2, have surfaced as rising U.S. interest rates put renewed pressure on the D-mark in the foreign exchange markets yesterday.

M. Barre has meanwhile confirmed in Paris that he sent a critical letter to Herr Schmidt.

The letter clearly intended to provide the West German Chancellor with ammunition in his current disagreements with Herr Poehl. It seems to indicate that, on a purely head of government level, Paris and Bonn are agreed that something must be done to bring interest rates down, particularly in West Germany.

Indeed, M. Barre went out of his way, in reply to a journalist's question at the weekend, to single out the Bundesbank, rather than the Bonn government, for its interest rate policy over the past few months.

After maintaining interest rates at a lower level than they should have been for a number of months, the Bundesbank decided on a "brutal" increase of its rates, M. Barre complained. He was critical not so much of this decision as of the fact that West German interest rates had been kept too low for too long, thus obliging France to lower its own rates to the "relatively insufficient" German level.

But now that the Bundesbank had reversed its policy and had "massively" increased interest rates, M. Barre said he had proposed to Herr Schmidt that concerted action should be taken by Paris and Bonn to achieve a "certain deceleration" of interest rates.

The Bundesbank, however, is holding firm to its high interest rate policy, despite the heavy opposition from both Bonn and the French governments. The bank's obdurate stance emerged from yesterday's regular monthly meeting of the Bank for International Settlements in Basle.

Chancellor Schmidt and many members of the Bonn government are concerned that high interest rates are making it very difficult for the domestic economy to recover. The Bundesbank, however, appears determined to maintain the level of short-term rates in order to support the D-Mark on the foreign exchanges and reduce the country's yawning current account deficit by attracting international funds into the D-Mark.

A Government spokesman in Bonn yesterday did not refute reports of disagreement between Chancellor Schmidt and Herr Poehl, merely pointing out that everyone would welcome a decline in West German interest rates, and adding that the Chancellor had never concealed his anxiety about the impact of a long period of high interest rates on the country's economy.

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Dollar rises sharply

BY PAUL BETTS IN NEW YORK AND PETER RIDDELL IN LONDON

THE DOLLAR rose sharply yesterday against other major currencies in response to a jump in U.S. interest rates.

Business in the foreign exchange markets was described as very active as the dollar extended the rise which began in late trading in New York on Friday. This principally reflected higher Eurodollar rates, with one-month rates 1¼ points up yesterday at 17½ per cent.

The dollar rose at one point to DM 2.18 before slipping back to close at DM 2.1690 compared with Friday's close of DM 2.1530.

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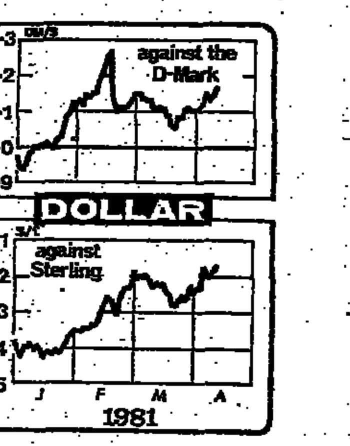


Rome tries legal means to block airline strike

BY JAMES BUXTON IN ROME

ABOUT 350 of Alitalia's 1,500 pilots yesterday received judicial orders not to take part in the one-week strike due to begin at midnight last night. But the use of legal power by the Italian Government to force some of the strikers to work will achieve only a very limited service of Alitalia international and internal flights over Easter.

Yesterday, many of Italy's 3m state employees staged a 24-hour strike, affecting government departments, closing many schools, halting fire services and causing problems at hospitals.

The two strikes are not connected directly. The pilots' strike is the culmination of a period of agitation beginning before Christmas which, with industrial action by other airport and airline workers, have made Italian flights increasingly unpredictable.

The stated reason for the strike is the fate of the 1,000 employees of the privately-owned airline Itavia, which ceased operating before Christmas.

Though Alitalia is to take on the staff of Itavia when it resumes operating the airlines routes, this apparently does not satisfy the pilots union ANPAC. But the underlying cause is the pilots' continued demand for large wage increases.

The use of legal powers to force a number of pilots to work normally may aggravate the dispute. ANPAC is questioning whether the strike falls within the category of a threat to public order and public safety as defined by the law which dates from 1934 and which Government uses only occasionally. They also question whether it is safe for pilots to work under the psychological pressure of being subject to judicial orders.

The action should ensure that a reduced programme of local and international flights goes ahead. For example, one Alitalia flight a day between Rome and London, instead of the usual two, is planned.

While the pilots' strike is organised by an autonomous union not affiliated to the federation of the three big unions, the CGIL, CISL and UIL, the public service strike has been called by the federation.

It is designed as a protest at the possibility of the Government freezing public sector pay as part of the economic package it is composing to follow last month's devaluation of the lira.

The action has been denounced as inadequate by the autonomous union representing public service workers which is not affiliated to the federation and which is planning its own strike

Unions edge towards joint line on wages

BY JAMES BUXTON IN ROME

LEADERS OF Italy's three main unions were to meet again late last night in an attempt to reach a common position on the future of the *scala mobile* (moving staircase) wage indexation system. They are due to see the Government in the next two days before it finalises the economic measures which are supposed to complement the lira devaluation three weeks ago.

The Government is expected to announce before Easter its measures for reducing its borrowing requirement by L5,000bn, and for raising prices and assisting industry. It was to have done so last week but signs emerged that the main unions were prepared to accept the temporary halting of the *scala mobile* in return for price freezes and an expansionary economic policy. The Government must thus waited to see what the unions resolved.

Though there was apparently some understanding on the issue of the *scala mobile* between the Christian Democrat-orientated CIFL union, the Socialist-leaning UIL and the Communist-inclining CGIL, the publication of detailed proposals by the first named created a storm within the union movement.

After meetings last week Sig. Lucio Lama the CGIL secretary, said his union would only talk to the Government about altering the *scala mobile* after the Government froze prices. He has been accused by other unions of being influenced by the Communist party, which wants to bring down Sig. Arnaldo Forlani's coalition, and which would prefer an agreement on the *scala mobile* to be reached with another government.

But Sig. Lama is likely to have been influenced, too, by widespread rank-and-file opposition to tampering with the *scala mobile*.

The Government appears to have worked out the main elements of its economic package. It is believed to include higher social security contributions and health service and university charges, reduced local spending with tighter controls on spending generally.

To assist industry there is to be indirect financial help for exporters, and packages of financial aid for certain industries, including steel.

Increases in the cost of electricity, petrol and telephones are also planned. But these are the increases most likely to be affected should the unions agree on a way to modify the *scala mobile* which is acceptable to the Government.

Gloomy outlook for Nordic economies

By William Dullforce in Stockholm

NORDIC countries can expect a year of recession with unemployment growing and foreign payments deficits creating serious problems, according to Nordic Countries *Business Outlook survey*.

The survey is published in English by Copenhagen Handelsbank, Den Norske Creditbank, Kansallis-Osake-Pankki and Svenska Handelsbanken.

The four banks anticipate GDP reductions of 0.5 per cent in both Denmark and Sweden and see growth rates in Finland and Norway declining to 4 and 3 per cent respectively this year.

The continued buoyancy in the Finnish economy is due partly to increased exports to the Soviet Union offsetting the higher bill for imported oil.

Deficits on the current accounts are expected to exceed 4 per cent of GDP in Denmark and Sweden. For Denmark, the banks predict a deficit of at least DKr 15bn (£1bn) and note that the country's net foreign debt will pass the DKr 100bn mark, or just over 23 per cent of GDP at mid-year.

Oil revenues, the banks estimate, will give Norway a current account surplus of about NKr 10bn this year.

However, the wage drift spurred by the tight Norwegian labour market could bring about a 15 per cent increase in manufacturing wage costs which "would prove to be disastrous for the competitiveness of Norwegian (non-oil) industry."

The banks see two positive factors. Tight economic policies are expected to reduce inflation rates. No large inventories depress the markets, so that the increase in demand anticipated next year should be translated quickly into higher output and increased demand for labour.

Prospects look up for business in Switzerland

By Brij Khindaria in Geneva

BUSINESS SHOULD recover in Switzerland during the second quarter of the year with order volumes, output and sales topping levels in the same period last year, according to the Union Bank of Switzerland, one of the country's three largest.

Its recent survey says businessmen expect the biggest growth in the food products and graphic arts industries followed by the building sector. Textiles and some parts of the special metals industries are likely to slow down slightly.

Retail sales should increase in spite of higher costs and prices. Most companies expect cost rises of 5 to 10 per cent but plan to pass most of them on to consumers because of firm demand. The higher prices are likely to worsen inflationary pressures and could bring tighter credit policies later in the year.

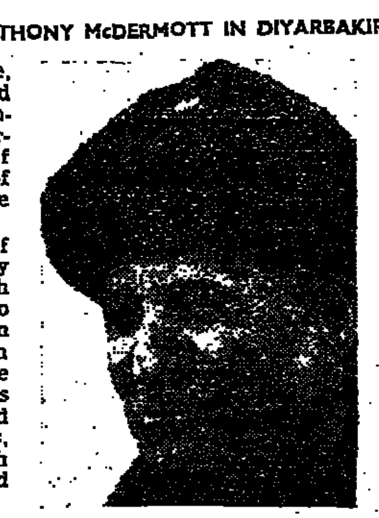
Torture claim as Turkish Kurds go on trial

BY METIN MUNIR AND ANTHONY McDERMOTT IN DIYARBAKIR

ALLEGATIONS OF torture, solitary confinement and crowded, insanitary prison conditions were made here yesterday at the opening session of Turkey's largest trial of Kurdish separatists in more than four decades.

On trial are 447 members of the Kurdish Workers Party (PKK), which is charged with forming "armed gangs" to "annex" the south-eastern regions of Turkey where an estimated 7m Kurds live in the remote and backward provinces along the border with Iran and Iraq. About 2,000 others, alleged to be connected with the party, are in gaol and under interrogation.

The session was held in a newly refurbished hall in the local first army headquarters on the outskirts of the city of 300,000. Security was tight with military police special forces and ordinary soldiers around and within the court house. At the back sat some 40 spectators, many of them Kurdish mothers wearing veils and tribal clothes.



Gen. Evren . . . concern over eastern Turkey.

In front of them, caged off, sat the accused, row on row of shaved heads, exaggerating the gauntness of their faces and staring eyes. This contrasted sadly with the smart civilian clothes they were wearing for the occasion. All sat, initially at least during the day-long hearing, with their hands in regimented fashion on their thighs—except for the two women in front who were permitted to have their hands clasped in their laps.

The military prosecutors have demanded the death sentence for 97 people and the minimum sentence requested is five years in prison.

About one in five of the defendants refused either to recognise or co-operate with the military judge, in protest at alleged prison brutality.

"We have been tortured for the past three months," said a 20-year-old youth who could barely stand. "I am thirsty, hungry and without sleep. I can hardly walk."

The judge refused to listen to the protests, saying they could state their cases after the roll-call ended.

Some of them said that around 40 people had been on hunger strike for about a fortnight. Two of the defendants collapsed and had to be carried out. Eight were forcibly removed for their statements. One man unable to walk, had to be carried to the microphone.

From their 15 defence lawyers came talk of beatings and not being given permission to talk to their clients. The majority of the defendants do not have lawyers.

The PKK is the brainchild of Apdullah Ocalan and 17 Kurdish university students who got together in a slum district in Ankara in 1974 to form a militant secessionist group. The party was founded in 1979 and quickly became the most violent of the half dozen Kurdish underground organisations, active in south-eastern Turkey.

The 200-page indictme claims the party has murdere 243 people in the past thr years, financing itself throug banditry and extortion. I treasury included money, car tractors, 2,000 sheep and cov and tons of cereals, it is allege

Both the indictment ar reports from citizens in the ar indicate that the PKK behave more like bandits tha liberators. Most of the defen ants—aged between 18 and 25- are poorly educated worker farmers, and shepherds or a unemployed.

General Kenan Evren, th Turkish head of state, has pa his first visit to eastern Turke since last September's cou clearly to underline his regime *concern for the region's pligh* The Government is conducti a study, but the area's problen are monumental, accumulate over centuries of neglect an misery.

Solidarity proposals urge wide reforms

BY CHRISTOPHER BOBINSKI IN WARSAW

STRATEGISTS in Poland's Solidarity union movement have called for far-reaching changes in the country's economic, political and legal system in a renewed campaign to loosen the Communist party's hold over national institutions.

A draft programme for Solidarity's future development, distributed nationally for discussion among the movement's 8m members, calls for changes in employment and consumer prices policy, an independent judiciary, limits on censorship, democratic election procedures for Parliament and local councils. It also calls for full access for all citizens to senior jobs hitherto reserved for Communist party members.

Produced by a group of authors, including economists from the union's research council, the paper says the issue of consumer prices is a "serious dilemma" for members.

It suggests that either prices stay much as they are and rationing is introduced for most goods or "the price mechanism" should be used after consultations. It points out the danger of the complete disorganisation of the domestic market at the moment.

Low-income groups should be fully compensated for increases, the highest-paid not at all, and the paper leaves open whether medium-income groups should be allowed to suffer a drop in their standard of living.

The latter solution, the draft says, would mean a worsening of the situation in the shops and a slower recovery from the crisis.

On wages, it suggests the union should not put forward any demands for the rest of this year.

As the economic crisis worsens, the authors say, people will lose their jobs, and in any event the introduction of economic reforms which the paper strongly supports means "that the problem will be acute."

In the interests of efficiency management should be given the freedom to fix manning levels and the responsibility for full employment, a constitutional right, should be placed on the Government. The state should carry out "an active policy of creating new jobs and form a fund which would cover the costs of requalifying workers and aid those who lose their positions."

The burden of the economic crisis should fall on the top income groups "especially people who have benefited from privileges connected with exercising authority." Taxes should be levied on luxury goods and progressive income tax should be introduced. Low income groups should be defended most strongly.

The paper wants economic reforms brought in as soon as possible so that such factors as prices and interest rates should replace central methods of controlling the economy. Central planning should be strategic and enterprises independent, with workers having a real say in management.

It admits that the economic reforms will be costly in the short term and "all decisions on the changes must be discussed with the union."

Support grows in union for curbing strikes

BY OUR WARSAW CORRESPONDENT

THE LEADERS of Solidarity, the independent Polish union, and rank-and-file members appear to be coming to the conclusion that they must abandon the strike weapon for the time being. At a meeting yesterday of delegates from 4,000 union groups in the Warsaw region, Mr. Zbigniew Bujak, the branch leader, and Mr. Seweryn Jaworski, his deputy, said other forms of protest must be found to defend union interests.

One of these, Mr. Bujak said, was public negotiation with the Government on union demands. The authorities are resisting Solidarity's insistence that talks be broadcast.

The union must choose a middle way between demands for radical changes which could lead to "foreign intervention" and attempts to block such demands entirely which could mean a return to the past, he said. "We must not permit either line to dominate the union."

Mr. Bujak and the Warsaw branch leadership, until now, have been on the union's radical wing.

Delegates expressed fears that the union "was only visible when it came to strikes." One urged that it must also work at purely union matters, organise cultural activity, sport and tourism for the membership.

Other speakers urged changes in regulations which the union has prepared for regional elections due by the end of June.

Pravda reflects concern about Polish party

BY DAVID SATTER IN MOSCOW

THE SOVIET Communist party newspaper Pravda yesterday quoted Warsaw workers as saying that the unity of the Polish party was the most important question facing Poland and that any attempt to weaken its ranks must be defeated.

In a reflection of apparent Soviet anxiety about the state of the Polish party, Pravda reported the workers as saying they were opposed to anything which weakened the political force of the party or its "ideological effect."

The newspaper said the "sharp struggle" in Poland, with the "appearance of anarchy" and the successful penetration by "enemies of Socialism" into various parts of Solidarity, Poland's independent trade union, demanded conviction from Polish communists and "personal courage."

The article from the Warel electronics factory in Warsaw was the first on-scene report from Poland in the Soviet Press for several days

The conviction is growing among Western observers in Moscow that, with secret elections for delegates to the Polish Communist party congress in the offing, time is running out for the Soviet authorities if they are planning a direct invasion.

In this respect, the Pravda article was also significant for a slightly more conciliatory tone towards Solidarity, which was criticised for failing to cooperate with the official trade unions but not accused of outright subversion.

Some people in the Polish party, it said, "Would like to use discussions in order to push forward views foreign to a Marxist-Leninist party, disguising their deviation with a luxuriant bouquet of false party-like phrases about ideological pluralism."

Pravda warned of the danger of a split in the party's ranks and quoted the Polish workers as saying that not all Communists had shown "political maturity" at a time when the party must defend socialism

Recovery in Dutch ship repairers

By Charles Batchelor in Amsterdam

DUTCH SHIP repair-yard *reported a marked upturn* i business in recent months an are optimistic about prospects i the near term, according to th Netherlands Association of Shi builders. The improvemen which began in inland shippin has spread to the ocean-goin repair sector. Many companie managed to make profits or t break even last year after period of losses, the associatio said.

Price levels have improve following the shutdown of exces capacity while the competitiv position on the Dutch repai yards has stabilised now tha cost increases have slowed t the level prevalent in othe European ship-repairing nation

The decline in the number o employees was halted in 198 and many yards are now shor of skilled workers. The poo image of the shipbuildin industry is a deterrent to jo applicants.

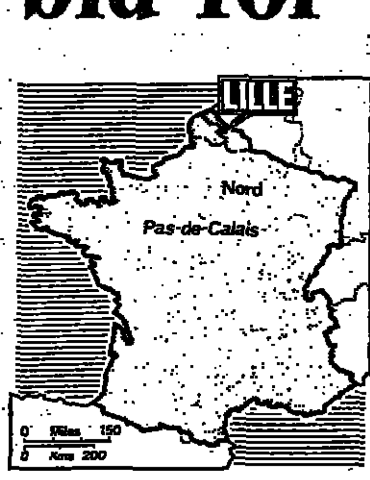
Turnover in the Dutch shi repair sector rose nearly 8 pe cent last year to Fl 895n (£172m) though the Nether lands' share of the West Euro pean market fell slightly to 17. from 18.2 per cent. Wes Germany overtook the Nether lands as the largest ship repairer in Western Europe i 1978 and the gap is still wider ing, the association said.

The geographical position o the Dutch yards and their tech nical skills will guarantee then an important place in the shi repair market but yards wil have to be modernised if th country is again to become th leader in Western Europe, i said.

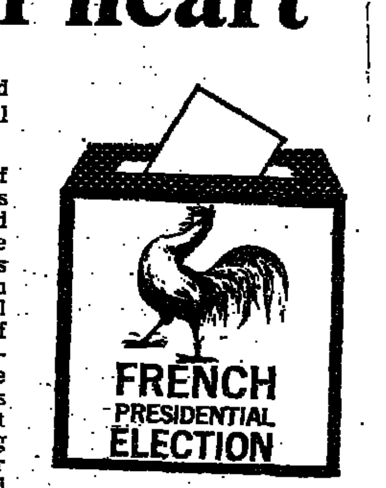
The improvement in the industry has taken place despite a *reduced need for repair* an maintenance work on moder ships. Shipowners increasingl are having their crews do repai work, sharing out repair con *tracts so that some of the work* is done in low-cost countries, an contracting repairers to wor while the vessel is under way.

However, the total amount o *orders increased last year*

The Socialist bid for power from France's industrial heart



DAVID WHITE *visited Lille, a bastion of* French Socialism founded on 19th century industrialisation and the social ideas that went with it. In a Lille *estaminet* the Internationale was first sung. A recent poll in the Lille conurbation gave the Socialist presidential candidate, M. Mitterrand, 55 per cent of the vote, but President Giscard took 45 per cent. Lille was, after all, also the birthplace of De Gaulle.



LILLE IS a Socialist fortress. It is here, up near the Belgian border in a region of declining industries, that the Socialist Party has the best-established credentials for calling itself a workers' movement.

The department of the Nord and, to the south of it, the Pas-de-Calais, with their overwhelmingly urban population of 4m, provide a strong, though not consistent nor uncontested, power base, and a solid bedrock of votes for M. Francois Mitterrand's election chances.

It is an area which faces severe, sometimes insoluble, problems in common with some of the traditional industrial regions of Britain or neighbouring Belgium. Unemployment has reached 10 per cent, well above the national average, and 16,000 industrial jobs were lost last year. The pessimistic mood does not necessarily make it easier for the Socialists to cement their defences.

Their anchor-man is M. Pierre Mauroy, 52, a former schoolmaster, Mayor of Lille since 1973, an MP the same year and head of the new-fangled Regional Council the next. he symbolises the rejuvenation in the ranks of the Socialists, one of M. Mitterrand's most outstanding achievements.

Head of one of the three most powerful Socialist federations (besides the two northern departments only M. Gaston Defferre's Marseilles fief has comparable stature), M. Mauroy is a kind of grass-roots manager for the party.

A man of dialogue, he was the main figure to push the moderate M. Michel Rochard for the presidential nomination last year, taking most of his local party with him. When M. Rocard was out-manoeuvred, M. Mitterrand took M. Mauroy on as his chief spokesman. He is talked of now as eligible for Prime Minister if M. Mitterrand wins, or for the next leader, or next presidential candidate.

Lille is the Socialists' oldest bastion, with a tradition rooted in 19th century industrialisation and the sweep of social ideas that went with it. The Internationale was first sung in a Lille *estminet*. The town had its first Socialist MP in 1891, a Socialist mayor five years later. The Socialists have held the belfried Town Hall firmly since 1953 and do not look like letting go. In that time they have built up a working relationship with business.

But they also have to keep house together with the Communist Party, for the Lille council is run on the basis of the defunct "Union of the Left." In a number of other towns, the Socialists depend heavily on Communist support, and pre-election friction between the two parties at national level has inevitably been felt. The Communists on the Regional Council refused to vote this year's budget — leaving the Socialists, who have an outright majority, to approve it with the backing of the right — and were promptly deprived of the chairmanship of two committees.

The Communists have tightened their grip on the powerful CGT union federation, resulting in conflict with the union's Socialists and with other unions.

The Socialists are stronger in the *Pas-de-Calais* than in the Nord, where despite their hold in local government the Communist vote has up to now been at least as big. While some big towns are held by the Majority, the Communists control whole stretches of territory. With their firm stand against redundancies and pit closures, the current crisis works in the Communists' favour.

A net 10,000 jobs were lost in the region last year. The Channel ports of Calais and Boulogne, *continental Europe's* top fisheries centre, have become unemployment blackspots. Less than 20 years ago the region had 11.5 per cent of France's industrial jobs. It now has 8.5 per cent.

Coal, which reached its zenith after the war with 220,000 miners producing 30m tonnes a year, and which continually imported labour, first Poles and later Moroccans, now employs just 30,000. Production is down to 5m tonnes, the seams are narrow, yields low, silicosis *rampant*. All the pits are due to close by 1990.

Coach tours of the desolate *corons* or mining hamlets, described in Zola's novel Germinal, can be taken from Denain, south-east of Lille, a town more recently hit by ill-managed steel closures. In the other main industry, textiles, of which the north provides 30 per cent of French output, jobs are dwindling by 1 per cent a month.

Emergency diversification measures have concentrated on the motor industry. Eyebrows are being raised about that now, as Peugeot, cutting back elsewhere, goes ahead with a new plant, due to employ 2,500 steelworkers in 1983.

It has taken 10 years to build up 30,000 motor industry jobs. As many factory jobs are lost every two years.

The region's image is black, perhaps excessively so. Usinor's huge "steelworks on the water" at Dunkirk still has pride of place in the French steel industry, and FFr 300m (£27m) is being spent on it this year. Renault is expanding its most modern plant at Douai, south of Lille. A nuclear complex on the coast at Gravelines is nearing completion. The Government is spending over FFr 500m this year on motorways in the region, and work is starting on a big new coal terminal at Dunkirk which, according to President Valery Giscard d'Estaing is set to rival Antwerp in 10 years.

"Seen from the south of France," says M. Jacques Legendre, a junior minister and leading figure among the region's Majority MPs, "it's still a monster." The region has on its side a solid local banking structure, a core of locally based enterprises, and—more than anywhere in France except Lorraine—industry in its bones. The Socialists argue that the nation is in danger of losing some of its best potential for facing international industrial competition.

Redemption could come in the form of the Channel Tunnel, if the project is revived. Everybody is pushing for it. But it is obviously not here that the decision will be made.

The Socialists are working hard at building up a regional spirit in defiance of Paris. M. Michel Delebarre, right-hand man to M. Mauroy and, at 34, the effective boss at Lille Town Hall, freely admits they have pushed the laws governing regional decision-making to the limit and sometimes beyond.

It is in the Socialists' own political interests to maintain the region's industrial base, since that is their own base. They also need, having chosen Lille, de Gaulle's birthplace, as their provincial headquarters, to keep their electorate there. A recent poll in the Lille conurbation gave M. Mitterrand as winner, but only by 55 per cent to 45 for M. Giscard.

The local authorities are anxious to provide housing to keep middle and low-income families within the city, and to make it a better place to live. Alongside a lively arts programme, the centre is being renovated, to uncover an old Lille with as much distinctive flavour as the frog soup en countered in one of its restau rants, a dish you may look for i vain in sunnier more "typical" parts of France.

Business complains abou over-spending on communal fac lities. The *most controversial* o these is the Métro now bein excavated. Backed by gover ment subsidies the first train decked in Socialist red-an white, automatic and driverles are due to start runing in 198 "Concorde of the North," som call it.

The first line will go Villeneuve d'Ascq, a new tow to the east, another ambitio scheme planned by the Gover ment 15 years ago to tak 120,000 people, now housin 50,000 and in the process "*re-definition*" by the Sociali authorities.

Meanwhile, the "Mongy" - narrow-guage tramcars sti bearing their original "N Spitting" *notices—wobble the* way out north to Roubaix an Tourcoing, old textile centre and — a reality emphasised b the rattle of the trams—dyin towns.

Poll watchdog claims Giscard broadcast broke rules

THE COMMISSION controlling the final phase of France's presidential election campaign has objected to a radio broadcast involving President Valery Giscard d'Estaing, on the grounds that it infringed its rules, writes David White in Paris.

In a message to the Europe No. 1 radio station, the commission said it "regretted" the decision to go ahead with the programme, one of a series of discussions between journalists and candidates. Rules allotting equal broadcasting time and hoarding space to the candidates during the past two weeks of electioneering for the first ballot on April 26 should have stopped the programme being broadcast, it said.

The alleged infringement is all the more controversial because the radio station is headed by M. Jean-Luc Lagardère, chairman of the Matra defence contractor. He is believed to have enjoyed the presidency's backing in the financial operation which recently gave his company control of Hachette, the country's largest publisher.

Four of M. Giscard's opponents in the campaign lodged complaints about the Sunday night programme, including M. Jacques Chirac, the Gaullist contender.

M. Chirac yesterday criticised the priorities of the Government's defence programme and called for an *increase in military expenditure*.

He said France must increase the share of gross domestic product spent on *defence to 4 per cent from the* present level of 3 per cent, and that the level should reach 5 per cent as soon as possible.

***He rejected development of* the neutron bomb as a priority and said France should concentrate instead on building up its force of nuclear submarines. The main credibility of French defence resided in its submarine capacity, he said. The present programme based on six submarines was "very insufficient." France needed five or six vessels permanently at sea, which implied a total force of 10 to 12.**

The Government's programme for military transport aircraft, based on the domestically-made Transall, was not good enough to cater for the army's needs and those of African countries with which France has military pacts. It would probably be necessary to buy foreign aircraft.

M. Chirac repeated his tough position towards Britain over the functioning of the EEC. The UK should be made to understand that if it did not want to respect the constraints imposed by membership, then the choice was to withdraw—perhaps on a temporary basis. But it would be "absurd and impossible" simply to exclude the UK.

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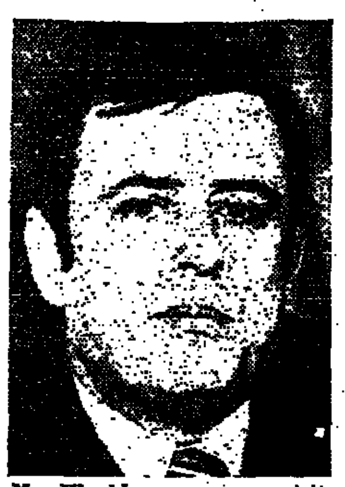
Syrians win control of hills around Zahle in Lebanon

BY IHSAN HIJAZI IN BEIRUT

SYRIAN forces have gained the upper hand in the area of Zahle in eastern Lebanon after 12 days of fighting with Christian militias controlled by the Phalange party.

President Elias Sarkis was yesterday reported to be seeking to bring Syrian and Phalangist officials together. The Syrian Foreign Minister, Abdel Halim Khaddam, is expected to visit Lebanon this week.



Mr. Khaddam . . . may visit Lebanon

Units of Syria's crack "Special Forces" have tightened their grip on the hills overlooking the Christian town after routing the militias who fell back to positions on mountaintops to the east.

Violence in Zahle itself has stopped almost completely with only occasional sniping incidents being reported.

Control of the town of about 150,000 people is now in the hands of the governor, the chief of gendarmnes and individual notables, who after a meeting on Sunday decided to make direct contact with the Syrian-dominated Arab deterrent force.

The militias in Zahle appeared to have abandoned their barricades or were keeping a low profile.

The Christian village of Niha, only a few miles north of Zahle, has issued a statement denouncing the Phalange party and declaring it will do nothing to antagonise the Syrians. The Syrian commander in the area gave the militias who were in the village 24 hours to give themselves up, with a promise of amnesty.

The clashes there were triggered when Syrian troops interferred to stop the militias from constructing a road linking Niha with Zahle and the rest of the Christian strongholds over the mountains.

As their military position has been weakned, Christian militia and political leaders have escalated the campaign in favour of international intervention here, with their main hope pinned primarily on moves by France.

Analysts believe the blow suffered by the militias may establish a balance among the political groups in Lebanon and thus help in the promotion of a dialogue for national reconciliation.

Tehran claims capture of new territory inside Iraq

BY TERRY POVEY IN TEHRAN

IRANIAN revolutionary guards claimed yesterday to have captured mountain heights several miles inside Iraq. The Lanoon Heights were reportedly taken in a guerilla attack by the guards and lie across the border from the Iranian town of Nowsud, in the western battle zone.

It is only the second claim by Iran's forces to have captured some Iraqi territory in the seven month old Gulf war.

According to President Abol Hassan Bani-Sadr on Monday, Iraq's forces on the western front have been pushed back to within 20 km of the border and at some points to as close as 2 km. At one time, fighting between regular forces on both sides was said to be taking place some 50 km inside Iran on this front.

Commenting on the progress of the war Bani-Sadr said that over the past few weeks the Iraqi forces have been forced to retreat "some 5 to 10 km in the Susangerd area," and that plans for an offensive on the southern front were now being made.

Academic sets sights on Israel's treasury

By David Lennon in Tel Aviv

"THE MOST basic problem of the Israeli economy is a lack of growth, this is the source of inflation, and without a return to growth the other problems of the economy cannot be solved" says Prof. Haim Ben-Shahar who has just been named as the Labour Party candidate for Finance Minister if the party wins the June general election.

The 46-year-old economics professor, who for the past six years has been president of Tel Aviv University, is a newcomer to politics. He agreed to serve as shadow Finance Minister when Mr. Nastali Blumenthal, president of the giant Koor Industrial complex, agreed to serve as his deputy.

Castigating the current Finance Minister, Mr. Yoram Aridor, for applying a vote-catching economic policy which is short term and "irresponsible," Prof. Ben-Shahar stresses that he will implement a four-year plan for halting inflation, improving the balance of payments, and restoring the economic growth which set Israel in the forefront of the world for consistently high GNP growth during the 20 years prior to the 1973 war.

Though still working on the specifiets of his plan, the professor already sees one way for the country to foster relations with international business. "Israel has cut itself off from international business due to a lack of understanding of how to deal with it," he says. "We must take care of this immediately in terms of joint venture investments in Israel and Israeli investments abroad, and in understanding the marketing process.

"We have to attract the interest of international business in the potential growth of Israel, especially in the field of high technology."

As for the country's most evident problem, triple-digit inflation, the shadow Finance Minister says that while "growth is a long-term process, cutting inflation must be relatively shorter-term."

He does not believe Israel's triple-digit inflation should be cured overnight which, he points out, the experience of Europe in the 1920s shows is possible, but should be brought down fairly speedily.

This will involve cutting Government expenditure, including defence spending during the first couple of years of his administration, as well as controlling wages and prices through agreement with the trade unions and industrialists.

UN envoy for talks in Kabul, Islamabad

Afghanistan, evidently with Soviet assent, has agreed to receive in Kabul next week a special envoy of the United Nations Secretary-General for "consultations" which have been in motion for some weeks, our UN Correspondent writes. Mr. Javier Perez de Cuellar, an under secretary-general for political affairs, will visit Islamabad next Monday and Tuesday, before going to Kabul for two days.

Senators leave

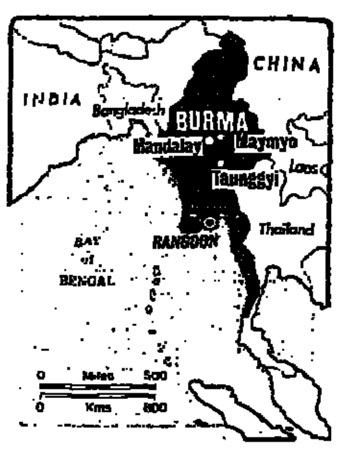
Senator Howard Baker, the U.S. Senate majority leader, and a delegation of eight other senators left Saudi Arabia yesterday after failing to persuade their hosts that the threat of Soviet intervention in the Middle East was more pressing than settling the Palestinian question, Alan Friedman reports from Jeddah.

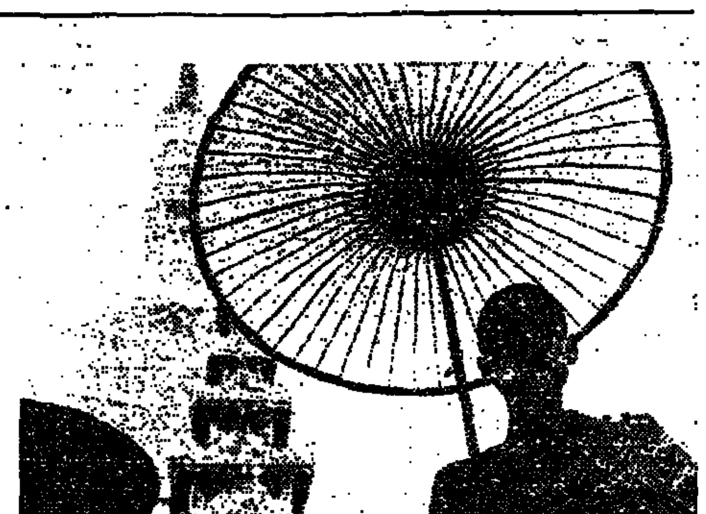
Burma's isolated way to Socialism

BY DAVID HOUSEGO, RECENTLY IN RANGOON

FROM THE spire of the Cathedral of the Holy Trinity the major landmarks of Rangoon are much the same as they would have been 40 years ago.

There below is the ornamental green roof of the Burma Railway headquarters; the white pointed clock tower of the High Court; the Italianate campanile which rises jauntily above the Port Commissioner's office with, tucked beneath it, the columned arcades of the old Strand Hotel; the broad sweep of the Irrawaddy River in the distance; and, flanking the streets, the stuccoed pilasters and balustrades of once well-known eastern trading houses and banks whose identity was swallowed up in the sweeping nationalisations which followed President Ne Win's seizure of power in 1962.





President Ne Win's regime has allowed some economic liberalisation, but no political liberalisation to match. Buddhist priests, right, once a focus of opposition, have recently purged their ranks and agreed to a government-imposed register of monks.

President Ne Win's regime is proud that Burma has held out so long against what is seen to be the flashy modernisation that has engulfed the capital of neighbouring Thailand, even if this has meant foregoing the boom in national income in so much of South-East Asia since the war.

In pre-war days, Burma, with richer natural resources than almost any country in the region, was also one of the most prosperous, exporting, in monetary terms, five times what it does today. But that period is exploitation" and of much-remembered as one of "colonial resented domination of the economy by the Indian and Chinese community—who still today account for a million of Burma's 33m population.

The historic xenophobia of the Burmese to such "foreign" interference was what prompted President Ne Win's massive nationalisation programme, placing almost all commercial assets under the control of a Burmese bureaucracy whose mismanagement was largely responsible for the economy's subsequent stagnation.

Ideologically, Ne Win's regime has justified its policies by appeal to the "Burmese Way to Socialism"—an arcane mixture of nationalisim, traditional Buddhist values, Marxism and self-sufficiency which the Burmese themselves caution against trying too hard to understand. More important, it has enforced its authority through a secretive, autocratic military regime, focused on the President and a small group around him, and which, by often unpleasant means, has successfully perpetuated its power and privileges.

Under the pressure of shortages, food scarcity and an increasingly restless urban population, President Ne Win began five years ago to relax Burma's economic isolation. The most visible change has been the mushrooming of black markets in towns of any size, selling smuggled consumer goods. Supplying the black market from Thailand has become a vast business run mainly by Chinese traders and financed from profits on smuggled opium and gems.

The regime turns a blind eye. A short distance from the Holy Trinity Church and in full view of a barracks, is St. Johns market—an expanse of covered stalls which easily outdoes Petticoat Lane, selling almost anything available in Bangkok. What is not immediately available can be ordered, although it takes some time to arrive by train and jungle track.

The government has good reasons for tolerating the black market. It found it impossible to control. It provides a safety valve in a society which would otherwise be starved of consumer goods because of the poor quality and low output of state-run enterprises. It allows Chinese and Indian traders to make a living without creating communal tensions.

But there has been no political liberalisation to match the economic changes. Apart from the Burmese Communist Party, which with a guerrilla strength of 14,000 and Chinese support from across the border is holding out in the mountainous north-east, President Ne Win has broken most potential opposition.

Such minority ethnic groups as the Shans, Arakans, Karens and Kachins who live in the hills on Burma's frontiers have been absorbed by a centralised government system which pays only lip service to their demands for autonomy.

The students who were a focus of opposition in the 1960s and early 1970s were browbeaten by the brutality with which the regime put down student agitation in 1974. Unions exist only in name. The Buddhist priests, also once an opposition focus, have recently purged their ranks and agreed to a government-imposed register of monks. The only permitted political organisation is the Burm Socialist Programme Party—up holder of the national ideology

The Burmese variant o Budhism teaches that govern ment is a necessary evil, anc in that spirit the Burmese have learned to laugh off the mor ludicrous claims of a govern ment propaganda which ha boasted improvements in living standards even when things wer palpably at their worst.

But there is no laughing of the network of government in formers or the virtual ban on foreign books and travel whicl keeps the educated frustratingl cut off from knowledge o changes outside Burma.

At Taungyi, the capital o Shan state, the library is no only barred to casual visitors b a wooden barricade, but eacl bookshelf is individually lockec The regime's determination t check subversive ideas has le to the education system' decline from one of South-Eas Asia's best to one of its worst

President Ne Win—70 thi year—is expected to be re endorsed as leader at meeting of the party's central committe and party congress over the nex 12 months. The lengthy elec tions to what are officially th major decision-making bodie begins in August.

Ne Win has undoubtedly bee helped by the pick-up in th economy over the past five year resulting in a real annual rise i gross national product of 6 pe cent. The farmers working o irrigated land, and thus able t plant high-yielding varieties o rice, have seen the most sub stantial increase in livin standards.

Travelling north from Manda lay towards Maymyo, once th summer capital of the Britis administration, I passed a vi lage where preparations wer being made for a Buddhis "novitiation" ceremony—som thing akin to a Christian con firmation. The family had kille 10 pigs for a feast to celebrat the occasion. It would be ur thinkable in neighbouring Chin —or indeed in distant Poland.

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FIELDBORNE GALLERIES, 63, Queens Grove, St. Johns Wood, NW8. 01-586 3600. MUSIC AND MUSICIANS.

FITZROY GALLERY, 4, Windmill St., W1. 01-580 7132. Senaka Senanayake Paintings from Sri Lanka. 3 April-2 May. Tues.-Fri. 11-6. Sat. 11-3.

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THE PARKER GALLERY, 2, Albemarle Street, Piccadilly, W1. Exhibition of Old Marine, Military and Sporting and Topographical Prints and Paintings of Ship Models.

COMPANY NOTICES

CENTENARY FUND S.A.
société anonyme

Registered Office:
LUXEMBOURG, 14, rue Aldringen
Commercial Register:
Luxembourg Section B No. 8.198

NOTICE OF ANNUAL GENERAL MEETING OF SHAREHOLDERS

The Annual General Meeting of Shareholders of Centenary Fund S.A. will be held at its registered office at Luxembourg, 14, rue Aldringen, on April 23rd, 1981, at 11 a.m. for the purpose of considering and voting upon the following matters:

1. To hear and accept the reports of:
a. the directors
b. the statutory auditor.
2. To approve the balance sheet and the profit and loss account for the year ended December 31st, 1980.
3. To allocate the net profit.
4. To discharge the directors and the auditor with respect to their performance of duties during the year ended December 31st, 1980.
5. To elect the directors to serve until the next annual general meeting of shareholders.
6. To elect the auditor to serve until the next annual general meeting of shareholders.
7. To consider the payment of the management fee on the aggregate of the value of the consolidated assets of the company and any subsidiary less the consolidated liabilities of the company and any subsidiary, but excluding from such consolidated liabilities, the total principal amount of all borrowings (if any) incurred by the company for portfolio investment purposes.
8. Miscellaneous.

The Annual General Meeting will be followed by an Extraordinary Meeting of Shareholders of the Company which will be held at the same address at 11.30 a.m. for the purpose of considering and voting upon the following matters:

1. To change the name of the Fund from CENTENARY FUND S.A. to F. & C. ATLANTIC FUND S.A.
2. To change the hour of the annual meeting of shareholders from 11 a.m. to 12.
3. Any other business.

The shareholders are advised that except for resolutions taken on the agenda of the extraordinary meeting of shareholders no quorum for the statutory meeting is required and that decisions will be taken by the majority of the shares present or represented at the meeting with the restriction that no shareholder either by himself or by proxy can cast votes in respect of a number of shares in excess of one fifth of the shares issued or two fifths of the shares present or represented at the meeting.

Resolutions on the agenda of the extraordinary meeting require the presence in person or by proxy of at least 50% of the issued and outstanding capital and must be adopted by a majority of two-thirds of the shares present or represented at the meeting.

In order to take part at both meetings of April 23rd, 1981, the owners of bearer shares are required to deposit their shares three business days before the meeting at the registered office of the Fund, 14, rue Aldringen, Luxembourg, or with the following bank:
Banque Générale du Luxembourg, S.A., 14, rue Aldringen, Luxembourg
Williams & Glyn's Bank Limited
67, Lombard Street, London E.C.3.

THE BOARD OF DIRECTORS.

F. & C. ORIENTAL FUND S.A.
société anonyme

Registered Office:
LUXEMBOURG, 14, rue Aldringen
Commercial Register:
Luxembourg Section B No. 16.855

NOTICE OF ANNUAL GENERAL MEETING OF SHAREHOLDERS

The Annual General Meeting of Shareholders of F. & C. Oriental Fund S.A. will be held at its registered office at Luxembourg, 14, rue Aldringen, on April 23rd, 1981, at 12.30 o'clock for the purpose of considering and voting upon the following matters:

1. To hear and accept the reports of:
a. the directors
b. the statutory auditor.
2. To approve the balance sheet and the profit and loss account for the year ended October 31st, 1980.
3. To allocate the net profit.
4. To discharge the directors and the auditor with respect to their performance of duties during the year ended October 31st, 1980.
5. To elect the directors to serve until the next annual general meeting of shareholders.
6. To elect the auditor to serve until the next annual general meeting of shareholders.
7. To consider the payment of the management fee on the aggregate of the value of the consolidated assets of the company and any subsidiary less the consolidated liabilities of the company and any subsidiary, but excluding from such consolidated liabilities, the total principal amount of all borrowings (if any) incurred by the company for portfolio investment purposes.
8. Miscellaneous.

The shareholders are advised that no quorum for the statutory general meeting is required and that decisions will be taken by the majority of the shares present or represented at the meeting with the restriction that no shareholder either by himself or by proxy can vote for a number of shares in excess of one fifth of the shares issued or two fifths of the shares present or represented at the meeting. In order to take part at the statutory meeting on April 23rd, 1981, the owners of bearer shares are required to deposit their shares five business days before the meeting at the registered office of the Fund, 14, rue Aldringen, Luxembourg, or with the following banks:
— Banque Générale du Luxembourg, S.A., 14, rue Aldringen, Luxembourg
— Williams & Glyn's Bank Limited, 67, Lombard Street, London, E.C.3

THE BOARD OF DIRECTORS.

SCOTTISH PROVIDENT

PROSPICIO

The 143rd ANNUAL GENERAL MEETING of MEMBERS of THE SCOTTISH PROVIDENT INSTITUTION will be held on TUESDAY 5th MAY, 1981 at 3.00 pm in the HEAD OFFICE, 6 ST. ANDREW SQUARE, EDINBURGH EH2 2YA

Copies of the Report and Accounts are available from this address.

J. M. MACHARG
General Manager and Actuary

6 St. Andrew Square, Edinburgh EH2 2YA
7th April, 1981.

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LEGAL NOTICE

J. WISEMAN & SON LIMITED

NOTICE IS HEREBY GIVEN pursuant to Section 293 of the Companies Act, 1948, that a Meeting of the creditors of the above-named Company will be held at the offices of Leonard Curtis & Co. situated at 3/4 Bentinck Street, London W1A 3BA on Tuesday the 14th day of April 1981 at 12 o'clock midday, for the purposes provided for in Sections 294 and 295.

Dated the 27th day of March 1981.

F. WISEMAN (Mrs.),
Director.

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AMERICAN NEWS

Reagan refuses to back down over tax cut plan

BY DAVID BUCHAN IN WASHINGTON

PRESIDENT REAGAN has no intention of bowing to pressure on Capitol Hill over his three-year tax cut proposal, the most controversial element in his economic plan, according to White House officials.

"We believe the three-year tax cut is fundamental," Mr. Larry Speakes, the acting presidential Press Secretary, said yesterday, adding that the Administration saw "increasing public support" for congressional passage of the Reagan plan in al lits elements.

With Mr. Reagan now convalescing in the White House, the Administration has a two-week breathing space, while Congress is in its Easter recess, to re-think its economic strategy. The policy has taken some body blows on Capitol Hill, not only from Democrats but also from some defecting Republicans. Mr. Reagan's political advisers are anxious to have the President publicly promoting his economic plan as soon as possible, but a presidential "pep" talk on the economy has been ruled out for this week in the interests of Mr. Reagan's recuperation.

Administration officials, clearly worried by talk of compromise at this relatively early stage in the long and tortuous U.S. budget process, yesterday rebuffed the tax plan compromise offered by representative James Jones, the Democrat Chairman of the House Budget Committee. The Jones plan would result in a tax cut for only one year, the forthcoming 1981-82 fiscal year that begins on October 1. But Congress would promise tax cuts for a second and third year provided public spending was also cut.

Mr. Jones noted that the Administration was very anxious to have some commitment for tax cuts spread over more than one year, and claimed that while his compromise would not be legally binding, political pressure might make it so.

In a curious political twist, it has emerged that cutting public spending is more popular with Americans in their present mood than cutting taxes. This fact is causing mounting trouble for the Reagan Administration which, from the start, nailed its colours to the mast of the Kemp-Roth approach of cutting taxes across the board over several years.

Despite brave words from the White House, there is a growing feeling that the President will have to settle for less than the full loaf of his 30 per cent over three years tax cut plan. Though the 1981-82 budget is unlikely to be finalised until the last few days of September, the President's plan has already been dealt the following setbacks:

● The Senate Budget Committee rejected last week a budget resolution that contained the outline of the Reagan tax and spending cut plans.

This will probably be reversed next month when the Republican-dominated Senate must vote on the floor for a budget resolution. But it is an awkward indication to the Administration that Republican traditionalists are deeply troubled by the Reagan tax plans, and the inflationary deficits they may cause.

● The Democrats have moved swiftly to try to steal the traditional fiscal conservative clothes of Republicans, by producing alternative budgets with smaller deficits and smaller tax cut plans.

● Democrats in the House Ways and Means Committee, where all tax legislation must, by the constitution, originate, have come up with a one-year tax cut of \$40bn (\$28bn to individuals, \$12bn to business) in 1981-82.

To ease worries about deficit spending, the Administration is, in fact, considering backing plans for bigger spending cuts. But its problem is that there is far less leeway on the spending side to close the deficits than on the revenue side.

Congressman James Jones advocates a one-year tax cut.

Striking coal miners resume talks

BY PAUL BETTS IN NEW YORK

LEADERS of the United Mine Workers' union (UMW) and U.S. coal producers are to resume negotiations today in Washington to try to work out a new contract settlement and end the strike by 160,000 UMW members which has paralysed Appalachian coal mines for 19 days.

But, although the Bituminous Coal Operators' Association agreed to union proposals to open negotiations again, the coal producers are still pessimistic about the prospect of a swift settlement.

The union and the eastern U.S. coal producers reached a preliminary settlement on a new three-year labour contract for the miners in eastern and mid-west coal mines last month. But was rejected by the union rank and file by a majority of more than two to one.

The rank and file rejected the proposed contract because of a number of what are generally regarded to be minor issues. Although they accepted the broad pay terms, including a 31 per cent pay and benefit increase over three years, they rejected the decisions of their union leaders to drop a long-standing requirement that unionised coal companies pay a royalty to the union pension fund on their purchases of non-union mined coal.

But pressure has been mounting on Mr. Samuel Church, the UMW president, and other union leaders to settle the dispute quickly. Because of the high level of coal stocks, coal producers are in no hurry to settle the strike at this stage at least. Moreover, the coal miners' union has seen its influence decline sharply in recent years.

The chances of a quick settlement now rest largely on the royalty issue for non-unionised coal. If Mr. Church can persuade coal producers to agree to keeping this provision in the new three year contract, the UMW rank and file in eastern and mid-west coal mines is expected to vote in favour of a new contract settlement.

While smaller independent coal producers are concerned about the possible repercussions of a long strike in the Appalachian coal fields, the big producers, largely oil companies, are reluctant, it seems, to give in too readily to the miners on this issue.

Crude prices decline as demand falls

By Paul Betts in New York

DOMESTIC CRUDE oil prices in the U.S. have started to decline in the wake of the recent dramatic drop in consumption and demand for oil products and petrol in the U.S. market.

The first signs that domestic prices for crude oil were reversing their traditional upward trend came at the weekend with the decision of several major U.S. oil companies, including Standard Oil of California and Standard Oil of Indiana, to reduce by \$1 a barrel the price for certain crudes produced in the Rocky Mountains.

Although Rocky Mountains crude is mainly heavy or "sour," the price cuts are expected to spread eventually to other higher grades of crudes.

Despite the recent removal of all remaining price controls on domestic crude, which was expected to lead to further oil price rises, the developing glut in the domestic market now appears to be forcing prices down for ht first time since the energy crisis of the 1970s.

According to the latest figure of the American Petroleum Institute (API), the oil industry association, domestic oil consumption has dropped to about 15m barrels a day. In 1979, domestic consumption averaged 18.5m b/d and subsequently dropped to an average of 17m b/d last year.

In turn, this has led many leading U.S. oil companies, including Gulf Oil, Standard Oil of Indiana, Mobil, and Conoco, among others, to cut their present refining capacity by closing down or reducing capacity

Columbia set for its critical test

BY DAVID LASCELLES AT EDWARDS AIR FORCE BASE, CALIFORNIA

SPACE SHUTTLE Columbia faces its most critical test today with re-entry into the earth's atmosphere and an unpowered glide to a landing on Rogers Dry Lake, a vast expanse of flat mud baked hard by the Californian sun.

Last night thousands of sightseers had already gathered at the site, a couple of hours driving time north of Los Angeles. The weather forecast was good —a crucial point as rain would turn the landing ground into a sea of mud. If the weather does break, the orbiter could be diverted to an alternative site in New Mexico.

National Aeronautics and Space Administration (NASA) officials encouraged by the smoothness of the mission so far, hope the final phase will also go without a hitch, though it is clear that the landing will pose the supreme test of both the design of the orbiter and the skills of astronauts John Young and Bob Crippen.

Most eyes undoubtedly will be on the silicon tiles on the nose and underside of the orbiter which must take the brunt of the blistering heat generated by friction on re-entry. NASA is still confident that the 15 or so tiles shaken lose from the tail assembly during the launch pose no threat, though they were yesterday trying to photograph other parts of the craft to determine whether more tiles were missing.

The crew yesterday performed various set tasks and were last night due to hold a telephone conversation with the convalescing President Ronald Reagan. They were reported to be fit, and eating and sleeping well.

Grenada snubbed by EEC states

BY LARRY KLINGER IN BRUSSELS

No EUROPEAN Community country will attend today's conference in Brussels aimed at raising finance for Grenada's planned international airport, a project opposed by the U.S. because of fears that it could be used as a staging-post for Cuban troops bound for southern Africa.

Mr. Bernard Coard, the tiny Caribbean island's deputy Prime Minister, yesterday blamed the boycott on "the very open and very vulgar attempt by the U.S. to pressurise European states not to attend."

West Germany, France, Italy, Belgium and the Netherlands have all refused invitations to the two-day conference which is seeking to raise \$30m (£13.7m) to complete the financing for the \$71m project. Canada also decided not to attend and Mexico has yet to reply.

Britain, which recently announced that it would not renew aid for Grenada after present commitments end, was not invited.

Mr. Coard said the episode "raises serious questions about who dictates the foreign policy of Western Europe." The real intentions of the EEC countries which, he said, would be represented at the conference by the EEC Commission, would become know in a few weeks' time when they studied the airport proposals.

Talks with whites only

Dr. Chester Crocker, President Reagan's special envoy to Africa, told a news conference in Salisbury yesterday that he would be meeting only white political leaders in South Africa this week, Tony Hawkins reports from Salisbury.

Reagan complicates the issues, Page 24

THE FOURTH-LARGEST OIL PRODUCER IS BOOSTING ITS DEFENCES

Mexico leaves the cavalry age

BY WILLIAM CHISLETT IN MEXICO CITY

WHEN A Mexican officer recently attended a course at a United States military school his class was given a theoretical exercise which involved a U.S. takeover of Mexican oil wells after a prolonged cut in supplies from the Gulf.

The embarrassing incident came to the attention of the Mexican Defence Ministry and the senior officers did not dismiss the exercise as totally beyond the realms of possibility. Mexicans deeply mistrust the U.S. and still bitterly recall the war in 1848 which ended with the U.S. taking the fertile half of Mexico's territory, including California.

Mexico is now a major world oil power—ranking fourth in the production league. The need to defend this wealth, coupled with the increasing instability in neighbouring Central America — Mexico's own back yard—is forcing the Government to build up and modernise its armed forces, albeit in a comparatively small way.

Apart from Costa Rica, the tiny Central American country which abolished its army in 1949, Mexico is arguably the most poorly defended nation in Latin America, a continent dominated by military governments. Most of its combat aircraft and tanks are of Second World War vintage, the combined strength of the armed forces is about 97,000—1 per cent of the population — and Mexico has no air-defence system to warn it of impending attack. In addition, Mexico's army still relies heavily on the 14,000 horses of its 22 cavalry regiments.

Mexico's \$1.4bn 1981 defence budget is 62 per cent greater than the 1980 Budget, but still only 1.3 per cent of the total budget, tiny by Latin American standards and only sufficient to meet minimum capital expenditure.

However, major defence outlays, such as the recent purchase of a dozen F5 supersonic jet fighters from the U.S. at a cost of more than \$100m, are financed from a separate "Presidential" fund, details of which are not published.

Apart from the F5 fighters deal, which has been cleared in Washington, the main emphasis of the defence programme is to upgrade the armed forces' transport. In September, the first batch of 40 French armoured vehicles will arrive as part of the plan to re-equip the cavalry regiments with armoured cars and jeeps. At the same time, the infantry are being supplied with modern G3 rifles.

The F5: Mexico is buying 12.

Patrol boats have been bought to police Mexico's 6,000-mile coast and the vulnerable offshore oil zone in the Bay of Campeche, which provides half Mexico's total oil production of 2.5m barrels a day (bd).

Less than two years ago this area was producing not a drop of oil. It is now acknowledged that the Campheche zone is the world's richest offshore oil area, with proven hydrocarbon deposits estimated at 26bn barrels, more than a third of the country's total reserves.

But for some Mexicans, the oilfields lie uncomfortably close to Cuba. The Government believes Mexico is now more vulnerable to external aggression and that it should strengthen its defences rather than rely on U.S. military might. For domestic political reasons, Mexico does not strictly fall under the U.S. defence umbrella, and has no defence treaty with the U.S., but it is assumed that the U.S. would come to Mexico's aid if it were seriously threatened.

However, Mexico fears that increased U.S. involvement in Central America, particularly in El Salvador where there are 54 U.S. military advisers, will in itself heighten tension and increase the risk of turning Mexico's "backyard" into a theatre for East-West conflict.

Western military analysts believe that Mexico is exaggerating the external threat and that the military modernisation programme is linked more closely to Mexico's desire to project itself as a Third World power. "There is no strategic reason for Mexieo to buy jet fighters," said a U.S. official. "It is just image building."

هكذا من الأصل

WORLD TRADE NEWS

Emilia Tagaza reports on a blow to Manila's attempt to push its economy along the same track as South Korea and Taiwan

Philippines forced to scale down $6bn industrial project plans

FINANCING difficulties and export problems have prompted the Philippines to scale down ambitious plans to get 11 major industrial projects costing about $6bn (£2.6bn) under way by 1985.

The programme, aimed at overhauling Philippine industrial policy, by shifting it away from import substitution to large-scale export-oriented industries, is still going ahead but will move slower than when first mooted by Mr. Roberto Ongpin, the Industry Ministry less than two years ago.

The programme is aimed at pushing the Philippine economy along the same track as its more dynamic neighbours, South Korea and Taiwan. It is likely that four of the original 11 projects, costing over $1bn will be on stream by 1985.

The Government says it still plans to go ahead with the remaining seven plant projects but the timetable for their completion is no longer firm.

The Government is, however, pushing ahead with a series of moves designed to help lay a sound basis for its new industrial strategy.

These include an organised export drive to establish non-traditional products and to ensure development of long-term markets for the products of some of the 11 projects, the liberalisation of import tariffs to encourage industrial efficiency, and the rationalisation and dispersal of existing industries to spread the impact.

The original package called for construction and development of a copper smelter, a phosphatic fertiliser plant, a diesel engine industry, an integrated steel mill, a heavy engineering industry, an aluminium shelter, a petrochemical complex, an expanded local cement industry, an integrated pulp and paper plant, a coco-chemical plant and an alcogas programme.

In launching the projects, President Ferdinand Marcos said that the Philippines has for long heeded words of caution while South Korea and Taiwan have progressed rapidly.

"If we don't shift gears today, I am concerned that we won't be able to catch up, and that we shall be left to choke in the dust of those we follow."

The implementation of the projects, which is mainly in the hands of Mr. Ongpin, has not been smooth-sailing, with just four moving ahead satisfactorily.

The copper smelter, the phosphatic fertiliser plant, the diesel engine industry and the coco-chemicals plant will most likely be in effective production before 1985.

The supply problems seem to have retarded the aluminium smelter, the petro-chemical complex, and the integrated steel mill. These are dependent on imported raw materials, and as long as there is no assurance of a constant supply of reasonably priced materials the projects may prove uneconomic.

The alcogas programme and the cement expansion plans have been given a lower priority, and further feasibility studies are being conducted for the heavy engineering industry and the pulp and paper plant.

The world recession is the biggest obstacle in the way of many of the projects. This is making both local and foreign investors wary of investing in the Philippines. Industry officials in Manila are concerned at the unpromising prospects in the world market for steel, cement and other capital goods in view of the slump.

However, Mr. Bernardo Villegas, Deputy Executive Director of the Centre for Research and Communication, does not think that the time is ripe for a sudden shift from import-substituting to capital-intensive basic industries.

For Mr. Villegas and other critics of the overall programme, the short-term viability of the economy hinges on a two-pronged strategy.

First is the improvement of agricultural productivity to create employment opportunities in the countryside, and second, a major push to the types of manufacturing activities that catapulted South Korea, Taiwan, Hong Kong and Singapore to the fastest growing economies of the 1960s.

Mr. Villegas said the Philippines should look into these countries' export composition and industrial structure in the 1960s, the period most comparable to the Philippines' current degree of industrial development. These nations started out with the export of clothing, processed foods, telecommunications equipment and plywood, he said.

Mr. Ongpin fears such a policy would herald a return to the import-substitution, labour-intensive strategy.

"I would not like to imagine what would happen if we were to follow this strategy, and one day wake up and find the great labour masses of China having totally undercut our competitiveness," he said.

The more immediate question is not when the projects will be implemented but whether much-needed investors can be attracted to venture into the projects considering the depressed markets and industrial slump that may prevail in the medium- to long-term.

Visible trade deficit rose by 27% last year

BY RICHARD COWPER IN MANILA

PHILIPPINES VISIBLE trade deficit increased by 27 per cent last year to $1.9bn (£826m) from $1.5bn in 1979.

A 65 per cent increase in oil prices which added nearly $850m to the country's energy import bill last year and a 20 per cent drop in coconut products receipts, down $200m from the year before, were the key factors in the deteriorating balance of trade position.

Government statistics show that excellent performances by two of the country's leading export sectors—mineral and sugar products—added over $800m to the country's foreign exchange receipts but were not enough to offset the enormous increase in the cost of energy and the poor prices for coconut oil—traditionally one of the country's leading export items.

Total exports for the year, according to Bureau of Customs figures on a free on board (fob) basis, increased 26 per cent to $5.8bn, while imports increased from a larger base, also at 26 per cent, to $7.7bn pushing the country's trade deficit up by $400m to $1.9bn.

The U.S. has maintained its position as the country's top trading partner, in both imports and exports, to account for around 24 per cent of the country's total trade in 1980.

Japan continued to run a close second accounting for 22 per cent. The EEC just held its position in third place from a strong challenge by the Middle East which increased its share from 9 per cent of total trade in 1979 to 13 per cent in 1980 largely due to higher oil prices.

The country's top export sector—manufactured goods—jumped 29 per cent to $1.9bn to account for 33 per cent of total exports.

EDF faces shake-up

BY MARGIE LINDSAY

MAJOR CHANGES in the European Development Fund (EDF) are to be made by the EEC Commission following criticism of the Fund by the British Overseas Trade Board. The changes will be supervised by the Brussels Commission and will deal mainly with payments to European companies and bank guarantees.

The changes simplify EDF procedures and should make it easier for European businessmen—particularly from Britain—to get paid for EDF work and arrange credit facilities.

Previously European suppliers and contractors had experienced delays in final payment and some problems in arranging credit and financing for EDF projects.

The Fund—administered by the European Commission under the terms of the Lomé Convention—makes some $5bn of development aid available for projects in the African, Caribbean and Pacific (ACP) bloc of countries.

Each member state of the EEC contributes a percentage quota to make up the Fund—one of the few direct benefits open to businesses through EEC membership.

Reforms in the system will be in five areas: internal procedures, payment instalments, guarantees, certificate of contract and letters of credit.

Some of the changes are designed to cut time spent on payments by Brussels officials, who administer the fund.

Countersignatures — up to 15 were previously required — will be sharply reduced and half of the payment due will be provided on signature of the contract.

Smoother procedures in ACP states should also lead to quicker, final payments, previously a sore point with British concerns.

Bank guarantee requirements —a problem with UK banks — are to be made easier. Arrangements for credit terms should also be simplified under terms agreed by the European Commission.

The Commission is to issue certificates, giving details of individual contracts and stating that the project is funded by EDF. The certificate will confirm that the Commission has the authority to make direct payment to the supplier. This should please British banks which before had to fulfil awkward and detailed conditions before granting guarantees and credits to companies for EDF projects.

In addition an independent expert on letters of credit is to study such a system for use by the EDF.

The changes are the direct result of a study written by the Tropical Africa Advisory Group of the BOTB. On its urging a government-chaired working party was set up which has recently published its own report* on the EDF.

One of its recommendations is the publication of a detailed guide for businessmen on procedures involved in obtaining tender information and bidding. It also suggests that British overseas trade posts be reminded that the EDF present opportunities for UK companies and to pass on information — particularly in advance of Commission announcements of projects—to the trade department in London.

Although Britain's performance in EDF has been steadily improving, the Government would like to see UK groups win more contracts. At the moment the UK contributes 18 per cent to the EDF budget. Contracts are supposed to be awarded on a quota system based on member-state contributions, but Britain is still below its maximum.

BOTB Working Group on the European Development Fund Report, April 1981.

Trudeau warns on car imports

By Victor Mackie in Ottawa

CANADA would be "frightened" if the U.S. made a deal with Japan to control the import of Japanese cars, Mr. Pierre Trudeau, the Canadian Prime Minister, said yesterday.

"They would be flowing into Canada at a much higher rate," he said, "and we have said to the Americans, 'look, what are you doing? Tell us about it, and let's all talk to the Japanese'."

The Canadian leader said that Canada had sent a team of senior officials to Japan at the weekend to discuss the rising tide of Japanese car imports into Canada, but that the purpose of the mission was to examine the Japanese reaction to U.S. proposals to reduce Japanese car imports.

Japan car exports to Canada rose by 150 per cent last year, when about 187,000 units were sold. Japanese cars comprise about 25 per cent of the Canadian car market.

UK textile concern in £750,000 China order

BY OUR WORLD-TRADE STAFF

WILLIAM TATHAM, a Lancashire textile machinery concern, has won a £750,000 contract to export woollen carding machines to China. It was one of two China export contracts, which have a combined value of £1.5m, announced by British companies.

The contract was signed between Tatham officials and the China National Machinery Import and Export Corporation and was won against competition from Belgium, Italy and Japan.

The carding machines are to be delivered next October and are being supplied on credit terms with finance being provided by the Midland Bank as part of the bank's special deposit facilities for financing supplies to China.

Midland's Peking office made special arrangements to resolve difficulties that had arisen on advance payment guarantees which had to be provided to the Chinese authorities.

In the other deal, R. W. Transmissions, a member of the Richardson's Westgarth Group, will supply £750,000 of special gearboxes to China as a result of a deal negotiated with the Chinese Ministry of Electric Power.

The 15 gearboxes will be used the drive coal pulverising mills replacing existing oil and coal firing equipment at three power stations in China.

● BSP International Foundations of Claydon, Suffolk, has won a £1.3m order from the Iraq state contracting company to supply piling and foundations for building projects.

BSP will send a service engineer to Iraq to commission the equipment and train local personnel.

● Wysepower of Everton, Bedfordshire, reports £600,000 in export orders for generating equipment to be supplied to Iraq, Saudi Arabia and Libya.

The orders include five 750 KVA enclosed generators, six 500 KVA mobile Rolls-Royce-powered generating units, mobile lighting sets and site distribution equipment.

Spain, Italy share $240m Colombia deal

BOGOTA — The Colombian Government has awarded a $240m (£104m) contract jointly to Vianini of Italy and Canales y Tabora of Spain for the civil works of the Guavio-One hydro-electric project, according to the local utility Empresa de Energia de Bogota.

A $168m contract for the civil works of the Guavio-Two project has been awarded to Campenonn Bernard Spie Batignolles of France.

A tender will be called in 1983, for the purchase of generating equipment for the two stations, which will have a combined capacity of 1,600 megawatts and will treble power supplies to Bogota (population 3m) from 1986.

The World Bank is financing part of the cost of the projects, estimated at $1.2bn.

Reuter

● Snamprogetti, the engineering subsidiary of Ente Nazionale Idrocarburi (ENI), the Italian state-controlled energy group, has been awarded a contract to build two urea plants in Mexico.

A spokesman for the Italian company said the two plants, to be completed at Camargo and Saline Cruz by 1983, will have a daily capacity of 1,500 metric tons. The value of the contract by the state controlled Fertilizantes Mexicanos was not given.

● Deil, the Brazilian subsidiary of Mannesmann Demag, has won a $20m order from Acero del Paraguay to build an integrated oxygen steel works at Acepar, a company spokesman said.

The plant will be completed within the next 15 months and will have an optimum annual capacity of 180,000 tonnes of steel.

● Honduras has allocated $40m to build an oil refinery which will use Japanes know-how and equipment, the Ministry of economy said.

An official said the new refinery will have a processing capacity of 15,000 barrels per day under plans drawn up by an unnamed Japanese company.

Anglesey Aluminium fights to save jobs

By Robin Reeves

ANGLESEY ALUMINIUM, the North Wales aluminium smelter owned jointly by Kaiser Aluminium and RTZ, has embarked on a big efficiency drive to avoid a production cut and compulsory redundancies.

Mr. Don Hamilton, managing director, has written to employees warning that, unless big savings in costs are achieved, up to 200 of the 1,250 workforce could be made redundant.

A final decision will be made in May.

Swift changes have already produced savings of some £400,000 in a year. But, without a further sharp increase in productivity, the high cost of energy may force the smelter to reduce its annual production of 14,000 tonnes of primary alumininum by a fifth.

This is because some 20 per cent of the smelter's 230 megawatt consumption is not covered by a special cheap energy deal negotiated with the Central Electricity Generating Board.

In common with other large industrial energy consumers, the company now finds the extra cost of electricity very burdensome.

There is also a medium-term threat to the price of the remainder of Anglesey Aluminium's fuel supplies. In an interim arrangement, the CGB has promised to supply the first 180 MW of the smelter's considerable fuel needs at an exceptionally low price based on the expected cost of energy from the Dungeness B nuclear power station. This was in exchange for an investment of £30m by the Anglesey Aluminium consortium.

But design problems have delayed the start up of Dungeness B by many years. If the latest target commissioning date—next year—is met, the smelter's electricity will be supplied at the actual Dungeness B price, which seems certain to be appreciably higher.

Meanwhile, the Welsh operator will be faced with greatly increased competition from new smelters coming on stream in Australia and Brazil.

Mersey Docks expects to meet redundancy target

BY RHYS DAVID

THE MERSEY Docks and Harbour Company seems certain to meet its target of 1,000 voluntary redundancies in the two months to the end of April, and as a result should qualify for continued assistance under the Ministry of Transport rescue package for Liverpool and London docks.

The company has had applications from 613 workers out of 1,022 requesting the special severance pay forms. Those whose applications are accepted receive a 50 per cent increase in normal severance, equivalent for a docker with 20 years' service to £16,000, instead of £10,500.

The reason for the reduction in jobs, accompanied by a cut of 250 dockers employed by private stevedoring companies, is reflected in yesterday's grim results from Mersey docks, which lost a further £3.9m in 1980 to add to a £7.5m deficit the previous year.

A further £2.4m has been set aside to cover voluntary severance for employees other than dockers who left up to March 31, taking the total loss for 1980 to £6.25m.

The company's problems are blamed on decline in general cargo traffic and on the recession. More than one-third of the labour force, about 3,000, was surplus on many days in the past year.

Payments of £3.4m in fall-back pay were made in the year to dockers without work.

Sir John Page, the port's chairman, said that savings of £7m were achieved from earlier voluntary severance schemes, but were not enough to make up losses in revenue.

The further reduction of 1,000 now proposed will result in annual wage savings of about £5m, and is the first part of a three-stage programme on which the Government insists for Mersey Docks to qualify for a share of the £87m for Liverpool and London.

The next stage is changes in working practices, proposals for which are being discussed between management and unions. The Port authorities hope for agreement on changes in the rotation system introduced with decasualisation in the 1960s.

The third stage is further concentration of facilities in Liverpool and Birkenhead. Older general cargo berths will be "mothballed" or converted for other purposes, and traffic concentrated at a smaller number of berths and in the new bulk handling facilities at Royal Seaforth.

The company's income in 1980 fell by more than £1m to £65.6m, the first such drop. In the past year Liverpool lost its iron-ore traffic as a result of the closure of the Shotton steelworks, and will lose its sugar imports as a result of the Tate and Lyle refinery closure. The two trades were worth about £2m.

Trade with the U.S., one of Liverpool's traditional markets, has also been stagnant as a result of the recession.

The rapid growth of the past few years in trade with China has slowed as the Chinese reassess industrial priorities.

Among markets that have remained buoyant is Nigeria. Trade in vegetable oils and grains has been relatively stable.

Much of the port's surplus land is due to be vested soon in the new Merseyside Development Corporation set up by the Government to regenerate the area.

'Feeder' jet to fly in summer

By Michael Donne, Aerospace Correspondent

THE FIRST of the new British Aerospace Type 146 four-engined "feeder-liner" jet airliners is due to leave the assembly line at Hatfield, Hertfordshire, on May 20.

The aircraft will fly this summer, with the aim of winning a Certificate of Airworthiness by August next year. By then, at least 21 of the 146s will have been built.

Mr. Johnny Johnstone, marketing director of British Aerospace's Hatfield-Chester division, said: "We are aiming to deliver 18 aircraft to five airlines by the end of 1982.

"We are expecting to be selling to 17 airlines by the end of 1983 and that represents 46 aircraft." So far, no firm contracts have been signed.

"We are bending our minds to get tangible orders for announcement at the Paris Air Show. I have every confidence we shall make that announcement," said Mr. Johnstone.

Since the 146 programme was launched in July 1978, the sales teams have visited 233 different airlines.

The aircraft, a four-engined, short-range jet feeder-liner, will be built in two versions. The Series 100 will seat up to 88 passengers and the Series 200 will be a 109-seater.

The aim is to build up to three aircraft a month by the end of next year, subject to orders. British Aerospace is investing between £300m and £350m on the aircraft.

● *Looking around: Senior executives from the Japanese Nissan Company were in North Wales yesterday at the start of a tour of eight possible British sites for a new Datsun car factory. The team was being shown an 800-acre site at Deeside, not far from British Steel's Shotton plant where more than 7,000 people have been made redundant in the past year. The team will look at other sites near Cardiff and Newport, South Wales, later this week before moving on to other short-listed areas in Britain.*

The planned £300m factory would mean 5,000 new jobs and would generate more work to existing firms.

CEGB chief refused preview of report

BY MARTIN DICKSON, ENERGY CORRESPONDENT

THE GOVERNMENT has brushed aside a demand by Mr. Glyn England, chairman of the Central Electricity Generating Board, for a copy of a Monopolies Commission report on the CEGB well in advance of publication.

The report—believed to strongly criticise the CEGB—is expected to be published at the end of this month or early next. It was submitted to the Government early in March.

Mr. England argues that he should have received a copy of the report at the same time as Ministers.

He maintains that where private sector companies are investigated by the commission it is right that report contents remain secret until formally published. But where a nationalised industry is concerned, and the report is essentially an efficiency audit, there is no reason to keep those involved in the dark.

The Government intends to stick to its normal system for Monopolies Commission reports, which is to give copies to those affected only shortly before publication to enable them to handle Press inquiries.

Mr. England intends to voice his complaints in a speech in London today, a move likely to antagonise Ministers whose concern about the CEGB's performance led to the establishment of the inquiry last May.

The commission is expected to criticise the CEGB's long-term planning, which has left it with excess power plant. The report is likely to dwell at length on the CEGB's relationships with the National Coal Board and UK power plant manufacturers.

The report will be the most wide-ranging study of a nationalised industry by the Monopolies Commission since the Government's Competition Act empowered it to mount such investigations.

In a recently published submission to the commission, the Electricity Consumers' Council, a Government-backed watchdog body, criticised the CEGB's long-term planning.

Plan issued for rural revival

By James McDonald

MORE LIGHT industry and better public transport for rural areas are elements of a rural revival programme published yesterday by the Labour Party's national executive committee.

The greatest and cheapest potential for rural job-creation exists in light industry, says the programme. It advances more than 60 recommendations to help rural areas.

"Small, localised projects would be able to blend into the countryside while satisfying the limited employment needs of a small community," it says. It is called Out of Town, Out of Mind—a Programme for Rural Revival.

"Experience shows the benefits quickly spread to the remainder of the village and start off a total revival," it says.

The programme calls for a widening of the scope and an increase in the financial resources of the Development Commission, with encouragement of the National Enterprise Board and the Co-operative Development Agency to become involved in rural projects. A co-ordinating Minister for rural affairs should be appointed.

In addition to radical improvements in the public transport network the programme calls for efforts to retain village schools and for a general increase in spending on public services.

There should be free installation and rental of telephones for the elderly in need, for the disabled and for the chronically sick.

Decline in weight of gold sent for assay

By James McDonald

THE assay offices in London, Birmingham, Sheffield and Edinburgh hallmarked almost exactly the same number of gold articles in the first quarter of the year as in the corresponding period of last year.

There was however a decline of 16.7 per cent to 7,689 kgs in the total weight of gold sent for assay, indicating a trend to lighter individual items.

The 2.95m items total of gold articles assayed was only 0.6 per cent lower than in January-March last year. However, in this total a 6.9 per cent drop in British wares assayed was offset by an 18 per cent increase in foreign wares.

Silver articles tested at the four offices dropped by 22.5 per cent over the year to 838,957 items. The combined weight was 19.1 per cent less at 9.665 kgs.

'No assets'

A BUSINESSMAN with debts of £6,483,635 told London Bankruptcy Court yesterday he had no assets. Mr. Martin Kuhn, 55, said his home at Tenterden Close Hendon, belonged to his wife. He is employed by a property company of which she is a director.

Questioned by Mr. Derek Thorne, the Official Receiver, he said he had no money because everything he had made had been reinvested in his business.

Computer project

LOCAL authorities have collaborated on a £250,000 computer project to write standard programs for the management and accounts of their direct works department.

The Chartered Institute of Public Finance and Accountancy, which started the project, said each local authority had been saved the enormous cost of developing the system.

Each of the 155 local authorities in the scheme had contributed £1,800 and the project received £30,000 from the Department of the Environment.

The bitter fruits of London's inner-city blight

BY LISA WOOD

BRIXTON: The aftermath of a weekend of violence. Hugh Routledge

THE TERM "poet's corner" as a description of some of the streets leading off Brixton's now notorious Railton Road may come as a surprise to those not familiar with estate agents' jargon.

But Shakespeare, Chaucer and Spenser Roads, with their large late 19th century houses have become increasingly attractive to young middle class couples who cannot afford Camden or Islington prices.

Bryce Curtis, a Brixton estate agent said yesterday: "We have white middle class people specifically coming in and asking for properties in these streets. Prices have risen significantly over the last couple of years."

This is just one example of why many of those young black people involved in the weekends riots—many officially homeless and even more unemployed—have become concentrated in tighter corners, such as the half-demolished Railton Road.

At the same time, despite pockets of very high black populations, there is still a residue of older white residents, many of whom have lived there *all their lives.*

During the past decade, they have watched Railton Road crumble because of continued planning blight. Lambeth Council placed compulsory purchase orders on most of the properties but this was successfully contested by local residents' organisations.

A Housing Action Area was declared and optimistic plans were made for a Family Centre and Health Centre, while a new housing estate was planned for an adjoining street where much of the property had already been demolished. Local organisations, both black and white, were involved in planning the developments. But financial cuts over the past two years have meant both projects have been postponed.

Councillor Bill Bowering said: "Local groups became disappointed and demoralised. At the same time, brothels and gambling clubs collected in properties which were to have been demolished. There has been a lot of feeling locally that the police were not doing enough to clean up these places."

One residents' group—which did complain to the local authority about the concentration of illegal activities—which are mainly in black hands—was the Railton Road Action Group, whose members include many older West Indians in the area.

Mr. Alan Piper, secretary of the group, said: "The council never seemed to appreciate how serious the problem was. But during the past couple of weeks, there appeared to be more police attention and there was a raid the weekend before last.

"In fact, over the past week 'L' division, that is the part of the force which covers Brixton, Kennington, Clapham, Streaham and Gipsy Hill, have been conducting 'operation swamp.' More than 110 plain clothes officers were active in the area and more than 125 people have been charged with muggings, burglaries, offensive weapons and drug offences."

Mr. Piper said: "Over the last couple of years there have been sporadic raids and then all becomes quiet and the drug pushers lay low. This time, there was much more of a reaction and both those involved in the clubs and those who frequented them were out on the streets over the week and on Saturday.

"Some fingers may have been pointed against particular premises during the burnings but a lot of the action during the rioting was spontaneous. Two of the businesses destroyed were Asian-owned, that is, the Post Office and the newsagent."

However, as one white person who lives in the street pointed out: "Those were two of the most conspicuously prosperous businesses in the street."

The George Public House, *which was burnt to the ground,* had as its landlady a member of the residents' group.

Mr. Piper said the residents' action group, in trying to tidy up the area and in opposing the clubs, could have provoked some hostility.

Railton Road has for some time had a community policeman. But according to Councillor Bowering: "The work he has done was to some extent destroyed by the way the Special Patrol Group has come in. Young people stopped talking to him because they thought he informed on them."

Poor relationships between police and blacks have been longstanding in Brixton—as in other inner city areas of high *ethnic minority concentrations.* In Lambeth this problem provoked a council-led 18-month long committee of inquiry whose report was published in January.

Here David Turner-Samuels QC, who chaired the committee said: "It is quite clear the way the police operate is not with the permission or under the jurisdiction of the local community.

"I also know black parents and youngsters who themselves do not condone the real criminals and yet who now would be very reluctant to report all but the more serious problems to the police.

"There is a great mistrust of British justice. The community may not survive this kind of policing."

Councillor Robin Pitt, leader of Lambeth Council's minority Conservative group, in contrast, thought the police presence in Lambeth before the disturbances was fairly low key.

"Crime statistics," he said, "in Brixton are horrifically high. The police have got to respond to that. My suspicions are with certain elements of the white population and their political activities in the area.

He cited organisations such as the Anti-Nazi League and the Socialist Workers Party. In fact, they draw few members *from Britain's black communities.*

Their support goes to specifically black organisations concerned with specifically black problems — but even organisations seen in British terms as politically extreme are seen by young blacks as too "mainstream."

On Sunday, black people from all over Britain will attend the first meeting of the newly-formed Brixton Defence Committee

The aim of the committee is to rally political and moral support for black communities *in* Britain. The organisers promise a peaceful and legitimate demonstration within the law over the problems of *communities like Brixton. But* a demonstration of this kind may not be enough to satisfy the passions and frustrations which have been expressed

Scarman: Man of the last resort

BY A. H. HERMANN, LEGAL CORRESPONDENT

Lord Justice Scarman

THE CHOICE of Lord Scarman to head the inquiry into Brixton events is not surprising. He presided over three inquiries of this type — the Red Lion Square tribunal concerned with anti-v riots, the three-year inquiry into the sectarian riots in Northern Ireland in 1969 and in 1972, and finally into the mass picketing of the Grunwick factory in 1977.

He is evidently the man of the last resort, to whom governments turn in such situations.

His ability to be accepted as an impartial arbiter by witnesses emerging from social strife full of bitterness and hate is quite remarkable. He avoids legal jargon, and makes witnesses feel relaxed. In doing so, he is much helped by a sense of humour.

Lord Scarman's ability to deal with the political problems arising from street riots is backed by a belief that the legal system should be based on a clearly defined *charter of human rights.* His Hamlyn lectures, in which he argued that Britain should have a Bill of Rights, have contributed to his public image. He is keen to advocate reform.

As chairman of the Lew Commission, he pioneered important law reforms concerning divorce and family law. Hetakes the same attitude to the law applicable to protests in the street. When addressing the Police College in Bramshill in Hampshire in 1978, Lord Scarman complained that the applicable English law "is uncertain, archaic and undeveloped."

He said on that occasion *that both the citizen and the* police needed a clear law. However, they could not wait until it was made. "Though their actions may be questioned later, they should be respected at the time," Lord Scarman said. He was then *referring* to a strife between two factions in which the police tried to keep the peace.

Lord Scarman became a member of the judicial committee of the House of Lords —Lord of Appeal in Ordinary —on his introduction as Baron Scarman of Quatt in the County of Salop in 1977. He moved there from the Court of Appeal, where he was for some time seen as a possible successor to Lord Denning, the Master of the Rolls.

Born in 1911, he was educated at Radley, and obtained a double first in classics at Oxford.

British Telecom electronic mail service to start next year

BY GUY DE JONQUIERES

PLANS FOR an "electronic mail" service, which will transmit typed documents in a few seconds, were announced yesterday by British Telecom, the telecommunications arm of the Post Office.

The service is due to start early next year. British Telecom plans to link it with similar services which are being developed in Belgium, West Germany, Sweden and elsewhere in Europe, and with the international telex network.

Subscribers will type out their messages on special terminals installed in their offices. Text will be transmitted at speeds of up to 3,500 words a minute, compared to the maximum of 80 words a *minute* possible on telex.

Both transmission and reception will be fully automatic. If a receiving terminal is busy, the sending terminal will wait until it is free before starting to transmit.

The terminals, which will embody microelectronic circuitry, will be able to send messages to several destinations and to delay transmission until a specified time. They will also be able to store incoming messages for as long as required.

British Telecom, whose monopoly powers are due to be relaxed later this year, said yesterday that it did not intend to supply teletex terminals, as has been the case with telecommunications apparatus.

Instead, it would leave private industry free to design, make and distribute terminals, provided they conformed to the international teletex standards. Several companies had already expressed interest in the market.

Initially, the service will be carried on ordinary telephone lines and on the new packet-switched data communications network which British Telecom expects to put in operation by the middle of this year.

The latter system will transmit "packets" of digital data between terminals throughout the country. It was originally due to enter commercial service last year, but the launch has been delayed to allow further testing.

The planned connection with the telex network will require the installation of special computerised equipment to adapt high-speed telex transmision to the operating speed of telex machines.

Pipeline will link Hampshire and Essex

By Sue Cameron

THE GOVERNMENT has given Esso the go-ahead to build a new, £14m pipeline from Alton in Hampshire to its terminal at Purfleet in Essex.

The new 10-inch diameter line will cover 72 miles and carry oil products such as petrol. It will go past Gatwick airport in Sussex and also supply the airport with jet fuel.

Esso has a *land* pipeline carrying oil products from its refinery at Fawley, near Southampton, to West London. The new line will branch off the existing one at Alton.

Supplies to Esso's Purfleet oil products terminal currenty go by sea. Jet fuel is sent to Gatwick by rail.

When the new line is completed, Esso will be able to send almost all the necessary supplies through it.

The company said yesterday that the pipeline would be quicker, more cost effective and safer than sending oil products by sea and rail.

Demand for jet fuel at Gatwick is expected to increase

Cutting lead in petrol may cost oil industry £400m

BY SUE CAMERON

GOVERNMENT PROPOSALS to reduce the amount of lead allowed in petrol are expected to cost the oil industry up to £400m if they go through—as well as increasing pump prices by as much as 4p a gallon.

Britain would also have to increase her oil consumption by between 8 per cent and 2.5 per cent. The Government is considering a plan to cut the amount of lead allowed in petrol from 0.4 to 0.15 grams per litre. The main reason for the proposal is the risk to health—particularly of young children—from lead pollution.

But oil industry experts say that such a move would be costly. A reduction in the lead level permitted in petrol would lower the octane rating from about 97 to 94. This would mean that motorists using Four Star would find their engines running erratically and inefficiently.

Oil companies in the UK would have to spend as much as £400m on new equipment for their refineries in order to produce petrol with low lead levels and a high octaine rating. Britain would also have to use an extra 0.5m tonnes a year of crude oil to make sufficient quantities of low-lead petrol.

The increased cost would be passed on to the motorist. Specialists say the price of petrol would go up by between 2p and 4p a gallon.

West Germany and Sweden have already reduced the amount of lead allowed in petrol to 0.15 grams per litre, although the maximum allowed in the EEC is 0.4 grams per *litre. The* 0.4 limit was introduced in the UK in anuary. Previously, the maximum level had been 0.45 grams per litre.

Gale warnings for small craft

A LOCAL radio service to give sailors of small craft advance warning of high winds will begin on April 17.

The service will be operated by the Meteorological Office in the summer months, ending on October 31. The service is intended to be provided annually.

£16,000 for marriage contract

BY ANTONY THORNCROFT

THE EARLIEST marriage contract of a Prince of Wales, that of the future King Edward III, was sold at Sotheby's yesterday for £16,000, more than three times the forecast. The private English bidder will have to pay an extra 11.5 per cent in buyer's premium and VAT.

The contract is dated 1326 and states that Edward would marry Philipa, daughter of Count William of Hainault, within two years. In return the *Count* would provide Edward's mother Queen Isabella with troops to help her in her invasion of England and her fight against her estranged husband, King Edward II.

The young Prince promised to pay the Count £10,000 should he fail to go through with the marriage. In the event, the couple were married in 1328 and it proved a happy union.

All told, the sale of English charters and documents from the 12th to the 19th century, formerly in the collection of the noted Victorian bibiophile Sir Thomes Phillips, totalled £83,510.

Quarritch paid £6,000 for an *Anglo-Saxon* writ of Edward the Confessor, confirming grants to the Abbey of St. Mary Coventry, in the form of a late 13th century copy, and a collection of around 650 wills made by the inhabitants of Westminster and London between 1570 and 1650 realised £5,000.

The icon market, rather slack in recent months, showed signs of revival at Christie's yesterday. There was a very good price of £22,000 paid by Viollet, a Swiss dealer, for a Cretan school icon of the 17th century, of the Deesis. Another Swiss dealer gave £3,000 for a Russian calendar icon of the 19th century.

At Phillips, an etching by the 17th century French artist Jacques Callot made £9,800. It depicted "The Temptation of St. Anthony." In a Christie's South Kensington house sale at Hebers Mount in Yorkshire, a large Heriz carpet fetched £8,000

Business and Investment Opportunities

READERS ARE RECOMMENDED TO TAKE APPROPRIATE PROFESSIONAL ADVICE BEFORE ENTERING INTO COMMITMENTS

UK NEWS

Training ultimatum from engineering employers

THE Engineering Employers Federation has tol dthe Government that it will support the continuation of the statutory Engineering Industry Training Board only if strict condtions to ensure its control by the industry are met.

Otherwise, says EEF in evidence to the Manpower Services Commission, "the federation considers disbandment will be the better course, leaving memb er companies to make their own training arrangements." The situation could then be re-examined in five years' time.

The MSC is conducting a sector by sector review of industrial training needs which will be considered by Mr. James Prior, Employment Secretary, during the summer. This is *likely to lea dto the abolition of* at least some of the 24 statutory training boards.

It has been expected that, pro*vided it commands reasonable* employer support, engineering is one of the sectors most likely to retain a statutory training board.

The EEF evidence, submitted after consultation with regional associations representing 6,000 member companies, shows that a majority of engineering employers would like to see the Engineering Industry Training Board disbanded.

But the EEF has decided that it would be prepared to accept a new statutory award provided its conditions were met. These include demands that:

- All companies in the metal working field, as well as non-engineering companies employing engineering skills, should be within the scope of the board;
- Several of the present separate boards like engineering, shipbuilding and foundries *should be amalgamated;*
- The board should concentrate its efforts on craft and technician training;
- *The board should be responsible to the Employment Secretary, in an effort to resolve the friction which has existed between training boards and the* MSC;
- The Government's proposed transfer of boards' operating costs to *industry should be de*ferred for at least five years;
- Employers should have 50 per cent of seats on the board plus the chairmanship;
- The activities and effectiveness of the board should be *reviewed within five years;*
- Effective cost control should be introduced, the "bureaucratic" burden reduced, and the new board *should* concentrate its activities at local and regional level.

Employers want tighter controls on the provision of *training within* the engineering industry if they are going to continue to provide it with financial support.
Alan Pike reports

Some of the EEF's demands are unlikely to be easily accepted by the Government, the MSC or trade unions.

The EEF evidence to the inquiry shows that a "substantial proportion" of member companies felt that the training board should be abolished on the ground that it had outlived its usefulness.

Some employers believed that over-centralisation of the board's structure made it insensitive to regional and local labour market requirements, and that the complicated levy system had created a costly bureaucracy.

The board, some companies *felt, had spread to areas like* management development and training and consultancy services which were far better *served by other, self-financing* organisations.

But against this, other companies argued that the board had *made* a *valuable* contribution to raising the quantity and quality of training.

Technology-based industry role stressed

BY LORNE BARLING

INDUSTRIES which consume limited amounts of energy to create wealth are vitally important to Britain and the developing world. Professor Sir Hermann Bondi, chairman of the Natural Environment Research Council, said yesterday.

He said these industries included communications, computers, electronics, pharmaceuticals, banking, insurance and research in general.

"Everyone knows that the world faces energy constraint. The difficulty is not energy itself but in deciding how one can be prosperous when energy is hard to come by," he said.

Speaking at the Institute of *Directors, London, to launch a* promotion of Swindon as an investment area, Sir Hermann said the town had wisely sought to attract technology-based industries and commercial services.

"It is important to realise how significant technology-based industries will be. They will be able to create wealth even if energy gets more expensive," he said.

He said fast-growing industries such as these no longer required an urban environment. Many had moved to rural areas, particularly those with good communications.

Local government system attacked

BY GARETH GRIFFITHS

THE DUPLICATION of effort between Britain's two tiers of local government—the county councils and district councils —provides a perpetual soure of astonishment to those working in, dealing with or paying for it says a local authority chief.

He is Mr. Anthony Glover, **Norwich city council's chief executive. In a report on the need for local government reform he says the 1974 reorganisation went wrong. It placed the supposed advantages of economies of scale above the interests of the communities for whose benefit services were provided.**

Norwich belongs to an informal group of 17 medium-*sized towns in the Association* of District Councils. This group feels its members' interests were subsumed and overriden by the mainly rural shire-counties in which the towns are located. It would like the larger district councils to provide a more comprehensive package of servicees.

The group's members are Blackburn, Blackpool, Bournemouth, Brighton, Ipswich, Luton, Medway, Middlesborough, Norwich, Poole, Preston, Reading, Slough, Southend, Thamesdown, Torbay and Warrington.

Although the Government says it wants the two-tier *system to remain, the* association is to conduct a stocktaking exercise on its members' feelings about existing relationships between county councils and themselves. A policy sub-committee is expected to report by September.

Mr. Glover said a main cause of low morale among *officials was frustration,* engendered by trying to make the system work, coupled with deepening realisation that it *did not work* and could not with the best will in the world be made to work.

Water Council seeks metered supplies

FINANCIAL TIMES REPORTER

HOUSEHOLDS IN England and Wales should be given the option of metered water supplies, the National Water Council said *yesterday* and *forecast* that this would lead to a reduction in the average bill.

The council has consulted organisations outside the water industry for the past six months over proposals for metered supplies.

Ratepayers have become in*creasingly annoyed at what they* view as the unfairness of the present scheme in which charges are directly related to *the rateable value of property.*

In its recommendations sent to Mr. Tom King, Local Government minister, the council *says* that the *10* regional water authorities should look at the possibility of joint water and electricity meter readings, the provision of clear advice to householders about costs and *potential benefits of metering* and national discussions arrived at a reasonable compromise between customer protection *and additional* costs.

Water authorities should also consider metering all house*holds in selected new developments*, the council suggests.

The average cost of a water meter is between £40 and £60 and a standing charge of £12 a year.

Owen calls for health controls

BY GARETH GRIFFITHS

THERE IS an overwhelming *case to invoke the Medicine Act,* set up specialist committees to examine health dangers from drink and tobacco and recommend statutory controls, Dr. David Owen, former Health Minister, said yesterday.

He said successive governments had refused to challenge the powerful commercial interests of the tobacco and *alcoholic drinks industries.*

They had chosen the escape route of voluntary agreements instead of adopting a determined and scientifically based strategy.

Dr. Owen, Social Democratic MP *for Plymouth Devonport,* delivering the Lord Cohen lecture to the Royal Society of Health annual congress in London, said the evidence of the health dangers posed by smoking and drinking was beyond doubt.

Excess smoking and drinking affected many including those suffering from other people's cigarettes or drunken behaviour, the families of those who died from these causes and the state through its provision of health services and widows' pensions.

Bank processors in action ballot

BY NICK GARNETT, LABOUR STAFF

DATA-PROCESSING staff at Lloyds Bank's Sampson House computer centre, London, are being balloted on industrial action as part of the campaign by the Banking, Insurance and Finance Union against the English clearing banks' 10 per cent pay offer.

Lloyds told BIFU yesterday that it was implementing the rise in salaries this month for clerical, appointed and data-processing staff.

Barclays is also implementing the rise this month, though it said last week that it intended to do so in May in line with most other clearers.

Barclays, Lloyds and National Westminster have had the 10 per cent accepted by their staff unions, which are part of the Clearing Bank Union and have a larger membership in those three banks than BIFU.

The Clearing Bank Union is not affiliated to the TUC.

It is still unclear if further industrial action at Sampson House, already hit by a 24-hour strike of clerical workers, will be part of BIFU's "stage two" industrial action.

That action will start with a one-day strike on Thursday next week in selected branches and cash centres.

BIFU's 450 data-processing staff at Sampson House had planned a ballot, also covering the computer at Durrington, near Worthing, which deals with Lloyds' share registration.

Union officials, however, were angered by the bank's decision to implement the rise without BIFU agreement. The union said it had not even had an offer formally put to it for appointed grades.

"The bank is ignoring the negotiating agreement with us," Mr. John Hargreaves, BIFU assistant secretary, said, "I am absolutely disgusted at the actions of the bank."

Staff at the trustee savings banks are being told by the union in circulars that BIFU expects these banks to show independence from the clearers by an offer of more than 10 per cent.

Their negotiations, separate from the clearers, are effectively suspended because of the clearers' dispute.

Mr. Ken Pooler, BIFU vice-president, told the union's annual conference in Blackpool yesterday that the banks "wanted to challenge the credibility of the union" in national negotiations and its ability to represent members.

Toolroom men at BL ignore union plea

Financial Times Reporter

SIX HUNDRED toolmakers at BL's Cowley plant are continuing to defy instructions from the Amalgamated Union of Engineering Workers to resume normal working immediately.

The men are staging a sit-in begun at Cowley's Pressed Steel Fisher car body plant last Wednesday following moves by BL to merge trades.

The toolmakers are led by Mr. Roy Fraser, AUEW convener, who has twice led BL toolmen on company-wide strikes. Mr. Fraser says the craftsmen fear that the mergers will mean fewer jobs and that they are seeking guarantees of no redundancies.

BL has described the craftsmen's action as unconstitutional. The union has also condemned their unofficial action.

Mr. Ken Cure of the AUEW's national executive said Mr. Fraser was present at the national talks when the union accepted the need to merge trades.

"He was told then that no industrial action by the Cowley workers over the merger move would be supported by the union," Mr. Cure said.

British Rail makes 7% offer

BY PHILIP BASSETT, LABOUR STAFF

BRITISH RAIL yesterday offered a pay increase of 7 per cent to its 177,000 railway workers, as services in the Manchester and Sheffield areas were badly hit by industrial action over proposed freight service cuts.

Negotiators from the three railway unions made clear their dissatisfaction with the offer, though in the case of the train drivers' union and the white-collar Transport Salaried Staffs' Association, it had to be put to union executives.

The two sides will meet again for further pay talks on Thursday, for which a meeting of the joint BR Council is already set. The unions made it plain they would be pressing for an improvement in the offer, which would add £70m-£75m to BR's railway wages bill.

A similarly-pitched offer is likely to be tabled for about 60,000 further BR staff in its engineering, hotels and shipping sections.

The offer would increase the present basic rate of railway workers from £58.75 to more than £62, though there is a minimum earnings level which would also rise, from £66.60 to about £71; of guards from £73.40 to over £78; and for drivers from £93.85 to more than £100. The offer also includes a 7 per cent increase in the present London weighting payment of £459.

Further money would probably be available if the unions were to agree to sought-after productivity improvements. But there were no productivity element included in yesterday's offer. BR has agreed to keep the issue separate from pay this year.

Mr. Cliff Rose, BR's board member for personnel, said it was a "high risk" offer because of the Board's serious financial position. British Rail will later this week declare a loss of nearly £80m for last year.

The executive of the National Union of Railwaymen will today consider whether to take further industrial action following the suspension from duty of staff in the Manchester and Sheffield areas yesterday.

Staff were sent home for refusing to work normally. They were complying with an NUR instruction not to collect fares in protest at the closure of part of the Manchester-Sheffield-Wath line and the withdrawal of freight services on the whole of the line to save BR £2½m annually.

Guards in Sheffield went on strike following the first suspension of a booking office clerk at Marple, and only about two-thirds of services from Sheffield were operating normally.

In Manchester, services across the Pennines were badly hit, particularly following walkouts by signal box staff in support. There were reports of up to six boxes being affected. Both regions predict disruption on a similar scale today.

The NUR is pressing for a public inquiry into the closure, but BR is refusing on commercial grounds. The NUR offered a private inquiry, and wanted the date of the closure deferred from June to September, but the Board refused.

Civil servants threaten nationwide strike

BY PHILIP BASSETT, LABOUR STAFF

CIVIL SERVICE union leaders were ready last night to call a nationwide walk out this afternoon if the Royal Navy began work on the Polaris submarine HMS Resolution, which docked yesterday in its strike-bound base on the Clyde.

There were indications that the Navy might move in contractors during the night to re-equip the submarine, which has been affected by strikes by 57 supply staff as part of union campaigns against the Government's 7 per cent pay offer.

The Council of Civil Service Unions said yesterday that staff from Gresham Lion, an electronics company based in Feltham, Middlesex which has supplied equipment for use on Polaris submarines, had travelled to the Clydeside base and might be used to replenish the submarine.

Customs and immigration staff will begin the programme of disruption at ports and airports today. The programme, planned to extend until after the Easter weekend, threatens passengers with serious delays.

There were reports that staff at London's Heathrow airport had started working to rule last night.

About 15 Customs' merchandising package officers at Heathrow, who check business courier cargo, started selective strike action yesterday, which is separate from the main Customs action.

Telephonists at Companies' House in Cardiff, which like the London office has not been able to carry out searches for most of the five-week-old dispute, came out on strike yesterday. Further driving test centres were also hit.

Dockers may call further action

By Our Labour Staff

SHOP STEWARDS representing more than 1,000 dockers in the Port of Bristol are to meet today to decide whether to call for renewed industrial action following "a break down" in pay talks with employers yesterday.

Cargo handling in the port was halted twice last week because of unofficial lightning strikes in support of a 16 per cent pay claim.

Management said yesterday that a meeting with dockers negotiators had "made no progress" following the rejection by a mass meeting of dockers last week of a 7.5 per cent pay offer.

The dockers want to close what they claim is a wide earnings gap between themselves and non-registered dock staff.

They argue that staff in the municipally owned port last year benefited from a total 26 per cent pay rise awarded nationally to town hall staff while dockers only received a 15 per cent rise to bring their basic rates to £64 a week.

● A strike by 1,100 dockers at at Felixstowe, Suffolk, entered its third week yesterday with no end in sight to the dispute which has brought cargo and passenger services to a standstill.

Hospital electricians renew strike threat

BY PAULINE CLARK, LABOUR STAFF

UNION LEADERS of 5,500 hospital electricians are seeking an urgent meeting with the Health Service to try to avoid widespread industrial action over pay.

The renewed threat of strike action by Health Service electricians follows what the Electrical and Plumbing trades union described yesterday as "a clear majority" vote by electricians' shop stewards for rejection of the latest pay offer.

Mr. Peter Adams, EPTU national officer, said "a very serious situation" had developed following consultations on the offer which union negotiators had been unable to recommend.

Last month the electricians suspended a two week programme of overtime bans and other forms of action, while negotiations on their claim for maintained pay parity with private sector electricians continued.

In rejecting the latest pay offer, electricians have committed themselves to more serious action which could be prolonged, and might eventually lead to major disruption in the Health Service and closures of hospitals.

Health service employers have in principle met the electricians' demand to maintain their traditional pay links with electricians in the private electrical contracting industry, but the conditions attached to the offer have remained a sticking point.

Adopting the union's own formula for meeting its claim without adding more than 6 to 7 per cent to the wage bill (in line with Government cash limits set for wage rises in the health sector this year), health service employers agreed to raise basic rates by more than 20 per cent largely through consolidation of bonuses.

Mr. Adams said yesterday that electricians had rejected the employers' stipulation that only those receiving bonuses of at least £17 a week could receive a basic rate increased from £87.20 a week to £109.60 a week — the basic rate now earned in the private sector.

Observer unions to meet

BY JOHN LLOYD, LABOUR CORRESPONDENT

UNIONS IN the printing industry will meet today to agree on evidence to the Monopolies Commission over the proposed takeover of The Observer by Mr. "Tiny" Rowland, chairman of Lonrho.

It is likely that the union leaders, who meet as the TUC printing industries committee, will call at least for stringent conditions on Mr. Rowland's ownership of the paper—on the model of those accepted by Mr. Rupert Murdoch when he took over Times Newspapers.

They may go further and call for the commission to oppose Mr. Rowland's bid, though a number of unions are likely to be doubtful about going so far.

Ceramics ballot

A BALLOT of 37,000 pottery workers, to be announced today, will show a large majority against the employers' 5 per cent offer.

However, it is expected that the workers' union, the Ceramic and Allied Trades Union, will try to re-open talks in an effort to improve the offer.

NEB 'health business' debate call turned down

AN ATTEMPT to get an emergency Commons debate *on reports that the Department* of Health and Social Security is negotiating with a company to turn hospitals into private medical centres failed yesterday.

Mrs. Gwyneth Dunwoody, Opposition Health spokesman, calling for the debate, said it was "extremely urgent because it is very widely reported some squalid little deal is *going on behind closed* doors."

She believed negotiations were taking place between the DHSS and a company funded by the National Enterprise Board—United Medical Enterprises—*to turn NHS hospitals* into private medical centres.

"The National Health Service was set up in this country in order to provide health care for all of our people, free at the point of use," *she* said.

If the reports were true, the move would be crucial to areas where there was already a chronic shortage of facilities.

"If there is to be a sale of *National Health Service* assts and staff at the expense of the NHS by doctors and nurses operating in private and profit-making units, this is something the House should be considering right now," *said Mrs. Dunwoody.*

One very worrying suggestion was a plan to put a private childrens' hospital in an area where there was an NHS hospital.

"If we were ever to return *to a state in this country* where treatment of a child is decided by the size of the parents purse, we would be failing to do our duties as Parliamentarians.

Mr. George Thomas, the speaker, turned down her call.

Shore challenges end of fall in output claim

BY IVOR OWEN

A CLAIM by Mr. Leon Brittan, Chief Secretary to the Treasury, that the February figures for industrial production published earlier in the day suggested that the fall in output may be over was challenged by Mr. Peter Shore, Labour's Shadow Chancellor, in the Commons last night.

While making the customary reservations that not too much weight should be attached to a single month's statistics, the Chief Secretary argued that the February figures had at last provided "some hard evidence" to support a more optimistic view of industry's prospects.

Compared with January, he said, manufacturing production *had risen by 1 per cent, and* total industrial production by ¼ of 1 per cent.

"These figures, taken together with other indicators, offer some real encouragement," Mr. Brittan declared when he moved *the second reading* of the Finance Bill.

Mr. Shore stressed that the figures which the Chief Secretary had quoted with such aplomb also showed a fall of 9.6 per cent in total industrial output compared with February of last year and a fall of 12.1 per cent in manufacturing output over the same period.

While it was true that the February figures were "slightly better" than those for January,

Griffiths: called for reduction in public expenditure rather than an increase in petrol duty.

he could not find much ground for encouragement, particularly as the number of company liquidations in the first quarter of this year had been running at record levels.

Mr. Shore also challenged the view of Treasury Ministers—repeated by Mr. Brittan—that the *Budget will not have a deflationary* effect and announced that the Opposition would vote against the second reading of the Bill.

Tory backbench opponents of the 20p increase in petrol duty—eight voted against and more than 20 abstained at the end of the Budget debate—gave the *Government* notice that their revolt will be continued during the committee stage of the Bill.

Mr. Eldon Griffiths (C., Bury St. Edmunds), who voted against the Government during the Budget debate, promptly told Mr. Brittan "we were both elected not to increase taxes."

He called on Treasury Ministers to find means of reducing public expenditure so as to *make an increase in petrol duty* unnecessary.

Mr. Brittan confirmed that he would be searching for more cuts in public expenditure and said he would welcome support from Mr. Griffiths for the efforts he would be making.

Mr. Brittan contended that those who described the Budget as deflationary totally misunderstood the basic objectives of the *Government's strategy.*

The misunderstanding arose, he said, from looking at the Budget in isolation, rather than in the context of the Government's whole policy, including its expenditure response to the recession.

But he failed to convince Mr. *Peter Tapsell (C., Horncastle),* a leading figure in the City, who denounced the Budget immediately after it was introduced and called for the resignation of Sir Geoffrey Howe, the Chancellor of the Exchequer.

Shore: queried the view of *Treasury Ministers that the* Budget will not have deflationary effect.

Mr. Tapsell stuck to his view that the Budget would have the effect of inflicting a further *severe deflation of up to 3 per* cent of the gross domestic product.

He argued that the Budget measures had dimmed the previously encouraging prospects that the economic recession in Britain would bottom out in the second half of this year.

Mr. Tapsell described the decision to increase the minimum lending rate to 17 per cent in the winter of 1979-80 and then to retain the very high interest rate *structure for a long* period after that as "a most grave error of judgment." He said the 17 per cent MLR had been almost wholly counterproductive by pushing up bank lending, expanding the money supply, increasing industrial costs and increasing public expenditure.

Now, irony of ironies, it had led to a retrospective tax on bank profits.

Mr. Tapsell asserted that the only possible justification for the policy which the Government had *operated was that, despite* the cost in ruined firms and broken lives, inflation would have been permanently stopped and the foundations provided for a lasting recovery.

He could see no evidence that *those who believed this* view were likely to be proved right by events.

"My own belief is that one year from now if these policies are continued not only will unemployment still be on a rising *trend, probably over 3 million,* but inflation will also be on a rising trend."

Thatcher hopes for entente in India and the Gulf states

BY RICHARD EVANS, LOBBY EDITOR

THE PRIME MINISTER leaves today for an extended tour of India and the Gulf states, where she will try to increase Britain's *commercial influence as well* as cement political and diplomatic relations.

Her four-day visit to India, her first as Prime Minister, will include an address to both Houses of Parliament in New *Delhi—a rare honour—as well* as a series of discussions with Mrs. Ghandi, the Indian Premier.

These could prove abrasive and difficult, as there are specific differences of view between the two leaders on *East-West relations, on Britain's* supportive *arms policy towards* Pakistan, and on the UK Government's attitude to Indian immigrants into Britain.

Mrs. Thatcher is particularly concerned about the increasing influence of the Soviet Union in the Indian economy, which appears to have escalated since Mr. Brezhnev's visit at the end of last year, and about Mrs. Ghandi's failure to condemn the *Soviet presence in Afghanistan.*

But the overall view of British officials is that both sides have a clear appreciation of the other's viewpoint, and the tricky issues should not affect the coolish but workable relations between the two governments.

There is no indication that any major contracts will be announced during the trip, but the hope *is that it will* give a boost to British companies *tendering for contracts* in steel, coal mining, railway modernisation and motor manufacturing.

The week-long visit to a number of Gulf states, including Saudi Arabia, Abu Dhabi, United Arab Emirates, Muscat and Qatar, will try to boost the British presence throughout the area, following formal withdrawal of British forces.

The sensitive issue of a rapid deployment force raised during *Mrs. Thatcher's talks with President* Reagan in Washington is certain to be discussed, but there is no sign that it will provoke a crisis. The British Government's view remains that a mobile force stationed outside the Gulf area is a sensible precaution in case of need by the Gulf states.

Mrs. Thatcher, who will be accompanied by her husband and daughter throughout the tour, will be joined in the Gulf by Mr. Douglas Hurd, *Minister* of State at the Foreign Office.

Fifteen life peers named

By Richard Evans, Lobby Editor

FIFTEEN NEW life peers were named yesterday following *representations from* Mr. Michael Foot, Opposition leader, for the Labour benches in the Lords to be strengthened to cope with the legislative workload.

Mr. Foot remains in favour of the abolition of the Lords but agreed to requests from Labour peers for their numbers to be supplemented. He has *recommended six new* peers. Mr. David Steel, Liberal leader, has recommended one, and Mrs. Thatcher has put forward eight names.

At the same time it was announced that PC Trevor Lock of the Metropolitan Police is to receive the George Medal for his bravery *during* the Iranian Embassy siege and the five SAS men involved in the rescue of hostages will also receive gallantry awards.

The list of life peers is as follows:

- *Mrs. Jane* Ewart-Biggs (51), widow of former British ambassador to Ireland.*
- Miss Felicity Lane Fox (62), vice-president, Royal Association *of Disability* and Rehabilitation.
- Mrs. Trixie Gardener (54), member, Greater London Council and British chairman European Union of Women.
- Mrs. Beryl Platt (48), vice-chairman Essex *County* Council.
- Professor Sir Max Beloff (68), former principal University College at Buckingham.
- Mr. Edward Bishop (60), *former Minister of State* for Agriculture.*
- Mr. Alan Robertson Campbell, QC (63), crown court recorder.
- *Mr. Hugh Jenkins* (72), former Minister for the Arts, 1974-76.*
- Mr. John Mackie (71), former Parliamentary Secretary, *Ministry of Agriculture,* 1964-70.*
- Mr. William Molloy (62), MP for Ealing North 1964-79 and member of European *Parliament 1976-79.**
- Mr. Elystan Morgan (48), Parliamentary Under Secretary of State Home Office, 1968-70.*
- Sir *Desmond* Plummer (67), former leader Greater London Council, chairman Horse Race Betting Levy Board.
- Mr. James Stodart (65), Minister of State for Agriculture, 1972-74.
- Mr. Hugh Thomas (50), historian and chairman of Centre for Policy Studies.
- Mr. Geoffrey Tordoff (53), former chairman of the Liberal Party, and manager, public affairs (chemicals) Shell UK.†

* Labour peers.
† Liberal peer.

Whitelaw announces public inquiry into Brixton riots

BY JOHN HUNT, PARLIAMENTARY CORRESPONDENT

AN URGENT public inquiry *into the Brixton riots is to* be carried out by Lord Scarman, a Lord of Appeal, Mr. William Whitelaw, Home Secretary, announced to a packed House of Commons yesterday.

But he rejected a demand *from* Mr. Roy Hattersley, Labour's home affairs spokesman, for a more wide ranging inquiry conducted by more than one person. Mr. Hattersley said *that such an inquiry would also* investigate the poor housing and unemployment in the area.

The brief terms of reference for Lord Scarman under Section 32 of the Police Act, are to inquire urgently into the serious *disorders* in Brixton, to report on them and—*if* necessary—make recommendations.

Mr. Hattersley protested that this virtually limited the inquiry *to the question of policing* and could not take into account the social background to the disturbances. Mr. Whitelaw, however, felt that to some extent Lord Scarman could look at these wider factors.

Home Secretary Mr. William Whitelaw (above) rejected a demand from Labour's home affairs spokesman, Mr. Roy *Hattersley (below),* for a more wide ranging inquiry conducted by more than one person.

The Home Secretary's annoucement was cheered from the Government benches but in the questions which followed there was an undercurrent of *scepticism from some Conservatives* about the value of the inquiry. There were also Conservative suggestions that extreme Left-wing groups *might have played* a part in stirring up the trouble.

Mr. William Benyon (C., Buckingham) thought there was a danger that the inquiry could make it appear that violence was worthwhile. He asked: "What can the inquiry tell us that we don't know already?"

Another Conservative, Mr. Harvey Proctor (Basildon), urged that there should be an end to large scale permanent immigration from the new *Commonwealth and* that the Government should encourage re-patriation.

Mr. Enoch Powell (Ulster Unionist, South Down)—who was sacked from the Conservative Cabinet by Mr. Heath after *making its "rivers of blood"* speech on immigration in 1968—told the House "*in reflecting* upon these events will the Home Secretary and the Government bear *in mind in view of the prospective* future increase of the *relevant population that they* have seen nothing yet."

Later Mr. Stanley Clinton Davis (Lab, Hackney Central) described the views expressed by Mr. Powell as "somewhat obscene."

From Labour backbenchers there was criticism of the size of the police presence *in* the area and several demands that more Government money should be made available towards solving social problems there.

Mr. Whitelaw reminded them that £8m had already gone to the area in 1980-81 under the partnership arrangements. He declared: "I don't believe we can buy our way out of these particular problems and I never *have believed it.*"

He confirmed that those who suffered property damage *in the* rioting would be entitled to compensation.

With the Prime Minister sitting beside him on the front bench, the Home Secretary payed tribute to the bravery and professionalism of *the police* and fire brigade.

There were cries of support from the Conservative backbenchers when he told the *House: "Whatever grievances* individuals or communities feel *they suffer, such violence—from* whatever quarter it comes—cannot and will not be condoned.

"The police will continue to *do their duty to maintain the* law on the streets of London and in this they are entitled to the full support of Parliament and the nation."

Mr. Hattersley told the House: "A limited inquiry in the *circumstances can* be no more than a palliative. In our view, the time for palliatives is past."

An examination of how the *police* responded to the situation should only be the starting point. He was met with some subdued heckling from some Tories and this provoked some snarls of "*Fascists*" from the Labour benches.

"The real *question is how* the area can be helped to avoid a repetition of such incidents in future, and how they can be avoided in other parts of the *country*," *said Mr. Hattersley.*

It should examine the employment prospects for young people in the area, and even after the summer they would *still need special assistance to* provide jobs.

It should also look at the housing prospects, as anyone who had visited Brixton must *realise the physical conditions* in the area. These had had an effect in causing the events of the weekend and money had to be provided for improvements.

There also had to be a fundamental review of the relationship between *the police* and public in Brixton. It was the *duty of the inquiry to discover* how the breakdown in that relationship could be remedied.

Mr. John Tilley (Lab., Lambeth Central) said the people of Brixton would be disappointed that the inquiry was not *examining the underlying* economic and social causes. A year ago, after the Bristol riots, he had warned the Government that similar oubreaks would take place in other inner city areas, unless the sense of frus*tration and anger* was removed by positive action. Yet since then the Government *had done* precisely the opposite and local government services and job opportunities in these areas had been cut.

Mr. Tom Cox (Lab., Tooting) said that life in South London *was a "desert of despair"* because of loss of services. There were attacks and intimidation by "thugs" of the National Front and nothing was done about it.

Unless the inquiry was *widened to look at the root* causes of the troubles, the same events would be repeated *and* the violence would not just be directed against property—there would be loss of life.

Mr. George Gardiner (C., *Reigate*) asked the Home Secretary to express a view on the rally announced *for Brixton* on Easter Sunday and said this would only exacerbate relations further.

Mr. Whitelaw said he had not *heard of the rally* but appealed to all concerned to "cool the situation."

Another Conservative, Mr. Nicholas Budgen (Wolverhampton South West) asked whether the setting up of the inquiry *would make later* prosecutions against those involved in the riots more difficult. He felt *it* would be wrong to drop prosecutions merely in the *interests* of good race relations.

The Home Secretary told him this was a *matter* for the Director of Public Prosecutions. He understood that at present there was no reason why charges should not proceed against *those involved.* But whether that continued to be the case would depend on the progress of Lord Scarman's inquiry.

MPs demand action on motorway services

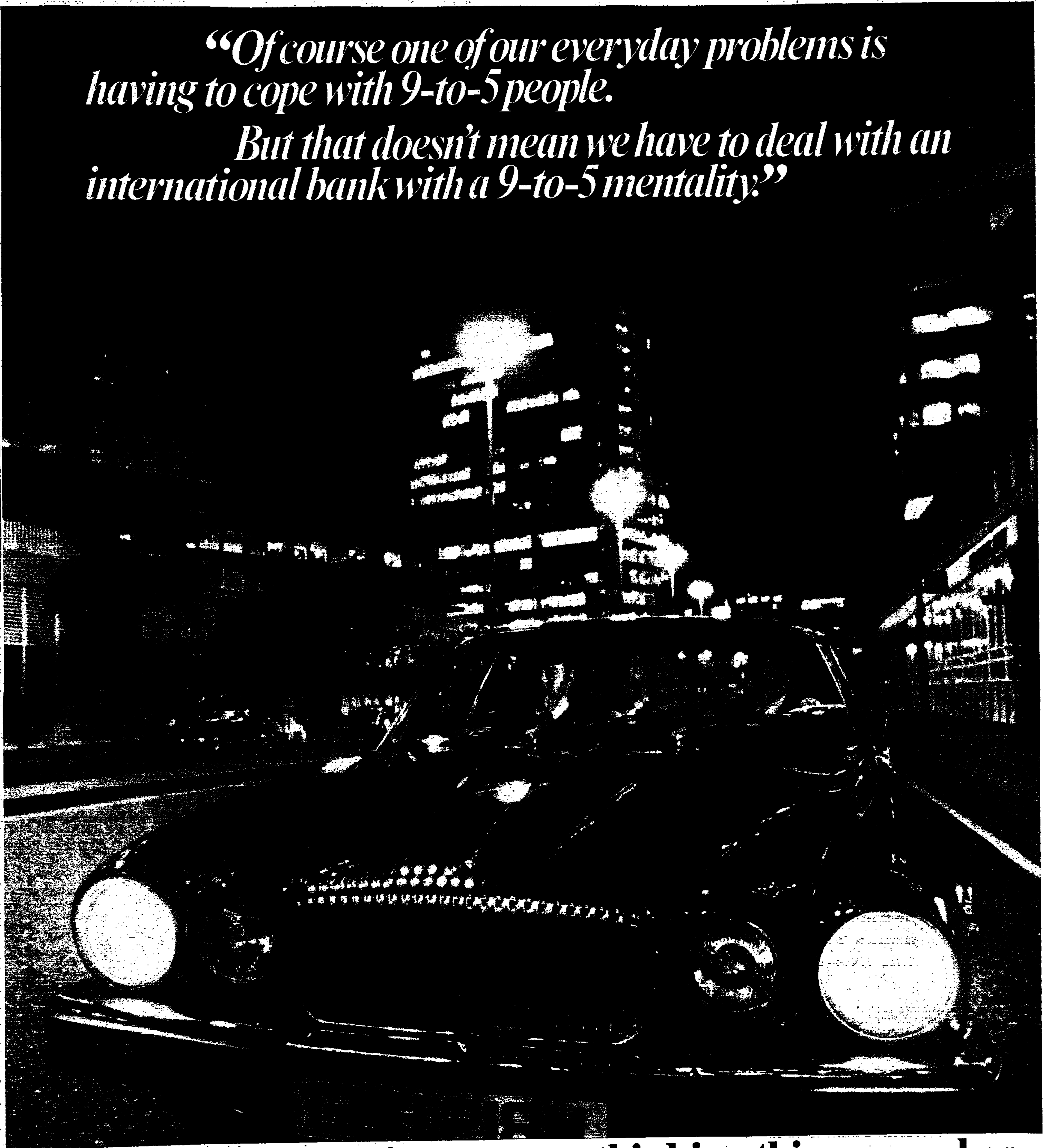
URGENT ACTION to improve motorway services was demanded by MPs on all sides of the Commons yesterday.

The public was being subjected *to "rotten catering* and facilities, racketeering over food and petrol charges, and rip-offs on car repairs" Mr. Hugh Dykes (C., Harrow E.) claimed.

Despite strong backing for *his plea,* Mrs. Sally Oppenheim, consumer affairs minister, said the question *of referring* the matter to the Monopolies and *Mergers* Commission was one "largely for the director general of fair trading."

However, Mrs. Oppenheim agreed the present situation was not satisfactory. "It needs to improve, and if it does not, then *obviously the* Director General of Fair Trading . . . will take note of what is said, and consider whether a reference is appropriate."

Mrs. *Oppenheim* agreed that many motorists found the *services provided by* motorway service areas "unsatisfactory


"Of course one of our everyday problems is having to cope with 9-to-5 people.
But that doesn't mean we have to deal with an international bank with a 9-to-5 mentality."

Technical Page

EDITED BY ARTHUR BENNETT AND ALAN CANE

Mechanised wrap to protect coiled steel strip in transit

COILED steel strip needs to be given some protection from damage when it has to be transported over long distances or held in store, which could lead to rusting.

The Head Wrightson Machine Company says it has now developed a mechanised wrapping system which would enable up to 120 coils, each weighing up to 30 tonnes, to be handled each shift.

Key feature of the new system, says the company, is a specially designed capstan which indexes coils automatically through four stations. At the first station a paper dispenser feeds sheets of reinforced waterproof Kraft wrapping paper to the coil. The coil is then removed from the capstan arm so that preformed end caps can be fitted.

It then moves to the third station where it is encircled in steel sheet which prevents any damage to the strip. The encircling operation is fully mechanised using a sheet feed table and articulated wrapping arm.

Radial straps

The coils then move on to the final stage where a power strap feeder and guide is used to fit four or more radial straps. The circumferential straps are secured on the exit storage rails by a fully automated machine.

A loadcell weigher is built into the storage rails to permit *the final gross weight of the* coils to be determined. The coils are brought to and removed from the capstan by travelling coil cars which are connected to moving chain-linked floor plates enabling operators to work freely and safely.

The company says *it is already* supplying two systems to be used in a cold rolling mill complex being built by Davy-Loewy of Sheffield, for Metalurski Kombinat Smederevo in Serbia, Yugoslavia.

Personal computer opportunity in London

TODAY, and for the next two days, people in London with a penchant for a personal computer system have the opportunity to indulge their fancy.

The Association of London Computer Clubs is holding its second London Computer Fair at the Polytechnic of Central London Theatre (opposite *Holloway Road tube station*).

Companies exhibiting include Mine of Information, Acorn Computers (of BBC personal computer fame) Sinclair Research (makers of the ZX81 micro-priced machine) and Newbear Computing Store.

There will be two seminars running in conjunction with the Fair—Computers in Education, *tomorrow*, and Computers for the Hobbyist on the 16th. There is also on the 16th, a "Bring and Buy" sale.

Budapest bubble can store 32,000 bits of information

THE SOVIET bloc — not hitherto noted for its prowess in microelectronics—has produced its first "bubble" memory.

The Central Physics Research Institute in Budapest, has announced that it has produced a device able to store 32,000 individual bits of information, a far cry from the 1m bits stored by a bubble memory from market leader, Intel of the U.S., but still a respectable achievement.

Bubble memories store information in the form of minute magnetic areas created in semiconductor materials.

Research into bubble forming and management techniques has been going on since the late '60s, but only recently have dependable commercial products reached the market place.

The memory requires sophisticated techniques to create the magnetic areas and also complex computer technology to control the movement of the bubbles along pre-arranged paths. The resulting memories are slightly slower than conventional semiconductor memory but extremely stable.

The Hungarian device is half *the size of* a *matchbox* and is said to operate reliably from OO to 700C. No details are available of the vital microprocessor control unit. The Hungarians are now said to be working on a device to store between 80,000 and 300,000 bits of information.

The Hungarian Central Physics Research Institute in Budapest claims that its magnet bubble memory (pictured through a magnifier), and half the size of a matchbox, can store 32,000 bits of information.

Fidelity battery recharge by radio

Fidelity Radio, the UK's biggest audio hi-fi manufacturer, has introduced the world's first radio which can recharge ordinary batteries.

Battery life can be extended up to four times by the newly developed trickle charge system. The company says that over a five-year period £18 could be saved at today's prices, on buying new batteries.

Until now it has been considered impractical and dangerous to try to recharge ordinary batteries. The difficulty is that once a certain point has been reached in discharge, it is impossible to reverse the chemical reactions which have taken place. In addition, trying to recharge also causes the build up of gases within the battery resulting in it exploding.

Fidelity claims that it has overcome this problem by trickle charging using a mixture of ac and dc current. Charging takes place when the radio is plugged into the mains and works whether or not the radio is switched on.

The company, which hopes to make between 30,000 and 50,000 of its energy saving batteries this year said that growing consumer interest in energy conservation prompted it to introduce the product.

Computer traffic control opens up export chances

BY ELAINE WILLIAMS

EXPERIMENTS in computerised traffic control are taking place in Coventry which could lead to big export opportunities for Britain's three major manufacturers.

The Department of Transport, mainly through the auspices of the Transport and Road Research Laboratories, has provided Plessey, The General Electric Company and Ferranti with about £1m for the development of a variety of computerised traffic systems.

The main one is for a system called SCOOTS which is intended for use in city areas where traffic flow is heavy, complicated, but fluctuates depending on the time of day.

GEC and Plessey are reluctant to put a figure on the value of the computerised traffic control market worldwide. Much of the emerging market is likely to be in the Far East and GEC has won several orders to supply systems to Hong Kong.

In 1978, Plessey gained an order worth £1½m to instal a system in Sao Paulo, Brazil's biggest city—and the sixth largest in the world—with a population of 8m. The system—which should be operational this year—will initially control 400 junctions in the city centre *but it* can handle up to 1,000.

But why is SCOOTS so important when already more than half the 12,000 traffic lights in the country are linked to computer control systems—claimed by local authorities and manufacturers alike to be the most advanced in the world?

The simple answer is that present computer systems work on fixed plans obtained from detailed study of the traffic patterns encountered throughout the day. A computer may hold 20 different programmes to deal with various traffic conditions.

These programmes can be changed as required by the traffic controllers.

The fixed plans cannot respond quickly enough to sudden changes in the traffic flow. SCOOTS, on the other hand, is a "real time" system because it constantly picks up traffic information from sensors buried in the road and chooses its traffic-light sequences accordingly.

By responding quickly and automatically to traffic behaviour the systems are claimed to reduce congestion and delay and save the motorists fuel costs.

The use of small computers, such as those installed experimentally in Hull and Torbay, can reap benefits in towns of almost any size.

The Transport Department has sponsored these two systems to show that low cost microelectronics can be used effectively in traffic control. Earlier systems have required large computers and elaborate air conditioned control centres.

Snarl-up in the City of London . . . SCOOT could solve the problem.

Humberside County Council says that the Hull computer stands in a small cabinet about the size of a domestic refrigerator at the Humberside Police headquarters.

The first SCOOTS system can deal with special events such as football matches and processions. In future, it may also be possible to include diversion routing and car control to guide motorists to car parks on bus ydays.

The main computer is capable of continuously monitoring each traffic light within the system for malfunctions, and automatically reports back to the control centre.

The SCOOTS system is to be introduced in London, which is a challenge for any traffic controller. Because of its network of sensors. It will be possible to give priority to public transport at the expense of the private motorist.

The Transport and Road Research Laboratories has been working on SCOOTS since 1975. There was a small trial in Glasgow in 1979.

In parallel with the research work the three manufacturers were asked to develop a common system which would allow any local authority to run similar systems even though they might be using different computers.

The TRRL says that at its present stage of development SCOOTS is likely to save 12 per cent on journey times compared with "a good standard of up-to-date fixed time plans." It also claims that there is no need to work out new fixed time plans from time to time as is necessary with the present types of traffic control systems.

With Britain's investment in computerised traffic control, the Transport Department hopes that manufacturers will be able to continue to push hard in export areas since it is one of the few areas of technology in which the country continues to take a leading role.

Japanese milling machine

A COMPUTER numerically controlled vertical spindle milling machine claimed to combine high levels of accuracy with an *impressive* metal cutting performance has been produced by Enshu of Japan which is represented in the UK by Warwick Machine Tools, Wedgnock Industrial Estate, Rothwell Road, Warwick (0926 496361).

Called the Yuasa Accu-Mill, the new machine has a knee-*type configuration* and the necessary degree of rigidity to maintain a positional accuracy of plus or minus 0.02mm.

The machine's vertical spindle is powered by a 4 hp dc motor which provides infinitely variable speeds. Using a 100mm diameter face mill metal, removal rates of 164 cc a minute in aluminium, and 65 cc in mild steel can be achieved it is said. Drilling capacity in mild steel is 40 mm.

Control tape system launched

A NUMERICAL control tape preparation system based on what is claimed to be the UK's most widely accepted NC system, GNC, has been launched by Counting House Computer Systems (0284 68921).

The system, called GNC-1, is reckoned to be cost effective for firms machining a small number of parts.

The system is visual — as soon as a machining operation starts, the operator sees the machine and the tool movement on a graphics screen.

When satisfied with the machining sequence, the operator simply tells the computer to punch the control tape.

The system cost £19,950 complete with processor, graphics terminal, printer, paper tape reader/punch and GNC software.

NEWS IN BRIEF

De Beers breaks barrier

CLAIMING THAT it was the first to offer the 20/30 U.S. mesh synthetic diamond and a complete range of synthetic diamond abrasives for all impregnated tools, De Beers says it has now broken the 20 mesh size barrier by making available a new range of synthetic diamond — SRD (Synthetic Rotary Dresser-Diamond).

This development, says De Beers, stems from the application of the most advanced synthesis technology and makes it possible to provide a complete size range for rotary dressers in synthetic material, that is from 100 SPC (stones per carat) to 400 SPC.

Powder chemicals package

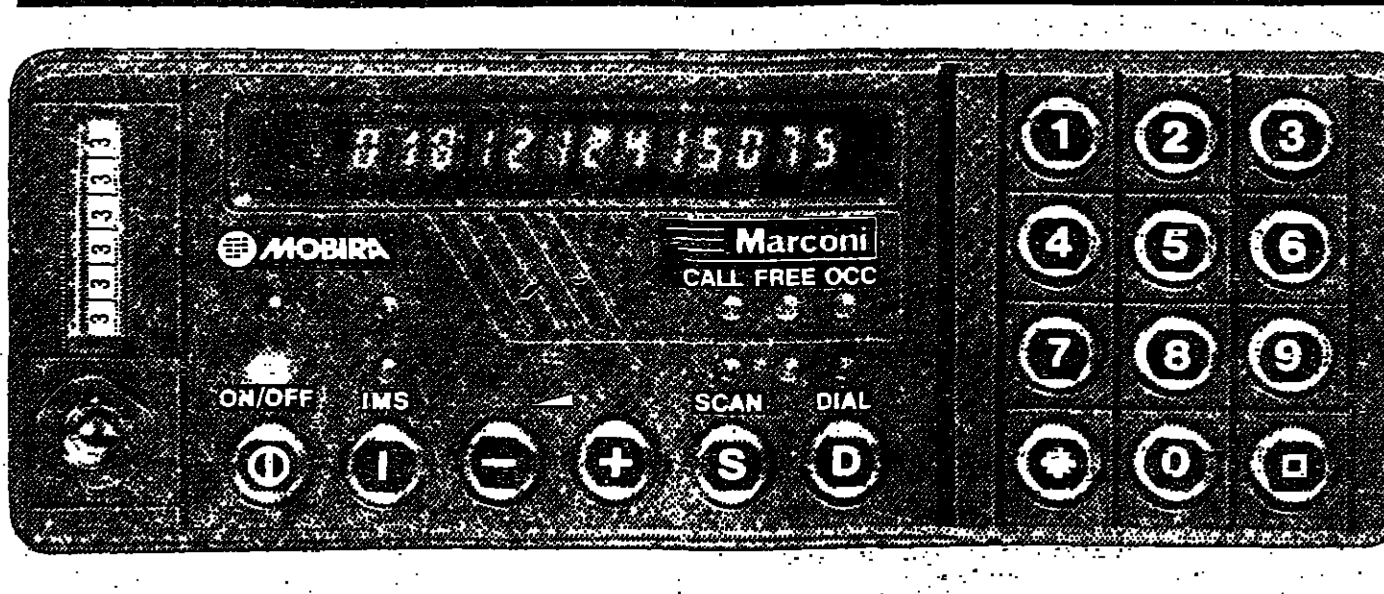
INSTEAD of using the traditional metal or polythene drums to package powder chemicals it would be more economical to use a new package called Chem-pak, says designer Hillwood of Friars House, 39-41, New Broad Street, London EC2M 1NH (01-628 5988).

The package consists of a strong outer corrugated carton and a specially designed and treated inner container. It is rectangular and packs well on to standard pallets.

Stencils cut from memory

AN ELECTRONIC stencil-cutting system, available with or without computer interface, with equipment that cuts stencils from a programmable memory has been introduced by the Liverpool-based company, Lawtons (051-227 1212). The printed circuit of the machine, named the Lawco Stencut, can be keyed into a computer like a word-processing typewriter. Multi-part shipment stencils can be produced while the computer is processing invoices, packing slips, data sheets and similar items.

Additional memories can also be incorporated to permit the storage of recurring data such as brand names and company symbols for repeat stencil cutting. The system has a typewriter-style keyboard and visual display unit to monitor the data input and ensure that it is correct before the stencil is cut. While one stencil is cut from the first memory the wording for the next stencil can be programmed into the second memory. Before any stencil is cut, spelling errors can be corrected, the layout revised, and particular characters reduced or enlarged.



FINANCIAL TIMES

Eurobond Quotations and Yields

AIBD The Association of International Bond Dealers

AT MARCH 31 1981

The Association of International Bond Dealers (AIBD) compiles current market quotations and yields for Eurobond issues. These quotations and yields are published monthly by the Financial Times. The Association's prices and yields are compiled from quotations obtained from market-makers on the last working day of each month. There is no single stock exchange for Eurobonds in the usually recognised sense—secondary market trading business is done on the telephone between dealers scattered across the world's major financial centres. Membership of the AIBD (which was established in 1969) *comprises over 550 institutions* from about 30 countries.

Eurobonds in March

BY FRANCIS GHILES

CONTINUING volatility in U.S. interest rates was, yet again, the dominant feature of the Eurobond markets last month. March was, however, notable for the greater sense of responsibility displayed by new issue managers in the dollar sector: by offering new bonds on rather more generous terms than in January and February they ensured a much better reception for most borrowers than in recent months.

The D-Mark sector remained closed to foreign borrowers, as it has been since November, but was officially re-opened on April 1 with a medium-sized calendar of new issues. Borrowers looking for funds in Swiss francs were increasingly having to pay higher coupons in a market deeply concerned about the rising rate of inflation.

Lead managers appeared to adopt a much more responsible attitude than hitherto when launching new fixed interest dollar bonds. When U.S. interest rates eased they brought new issues to the market but avoided deluging underwriters as they had done on previous occasions. They also virtually discarded the technique of the bought deal—a deal whose terms are fixed at the beginning of the subscription period—and generally avoided pricing issues too tightly. This resulted in good support for the new issues both from underwriters and investors.

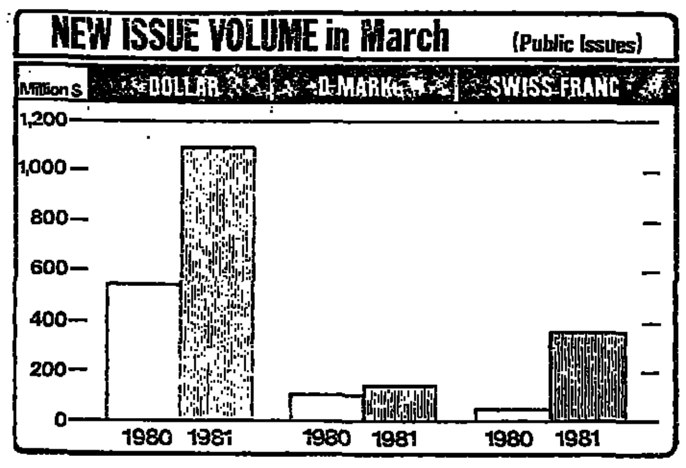
Among the eight issues launched between March 9 and March 19 were two tap issues. The tap element has been used before and it provides a useful barometer with which lead managers can test the temperature of the market. The issue for the Australian Resources Development Bank through SBC was particularly successful and was later increased by a fifth to $30m. This issue and another tap issue for the European Investment Bank were both *offered on a yield basis with a* low offer price, a device aimed at attracting discount buyers.

Secondary market prices in straight dollar bonds improved over the month by one point, with most of the gains in the middle of the month.

Interest rates in all three major sectors followed a similar pattern; dropping quite substantially until the middle of the month and then rising slowly. The differential between dollar and D-Mark rates, however, remained at around three points, an historically low level suggesting that there would be demand from abroad for the D-Mark bonds scheduled for April.

Two D-Mark bonds were launched, one each for the EIB and the Asian Development Bank, and both were comfortably covered.

The "gentlemen's agreement" between the German banks and the Bundesbank not to issue any bonds for foreign borrowers, ran out during the month and was not renewed, paving the way for a new issue calendar to be set by the German capital markets sub-committee. In the event, DM 600m-700m of new issues was agreed, an amount which the market thought not excessive. In the absence of new paper in the market, seasoned issues gained around 1¾ points over the month while secondary market yields dropped to just under 10 per cent.



The Swiss inflation rate continued to rise, reaching 6 per cent in March, making Swiss Franc investors more cautious. The coupons offered on bonds for first class borrowers rose during the month from 6½ per cent to 6¾ per cent. Meanwhile, less than prime borrowers, by *the end of the month*, were paying 7 per cent and over.

According to the major Swiss banks the number of institutional investors in the market has been decreasing rapidly. Private investors now account for more than three-quarters of new issue subscriptions. Coupon rates on new bonds are now substantially more attractive to private investors than are rates on euro-currency deposits.

The sterling sector again attracted Scandinavian borrowers with three of the four new Euro-sterling bonds in March coming from this region. Both the Swedish and Finnish export credit organisations were able to borrow on identical terms—13¾ per cent for five-year paper—and Privatbanken of Denmark launched a small eight *year issue paying* 14½ per cent. These three, plus an issue from the Canadian drinks group Hiram Walker, took advantage of a market buoyed by a two point cut in MLR.

Japanese Yen bonds have been perhaps the most attractive investment on the euro-markets so far this year. Last month prices rose steadily in anticipation of a ½ per cent cut in the Official Discount Rate, and when the rate was cut by 1 per cent, prices continued their upward trend. The favourable short term outlook for the yen together with a further cut in the discount rate expected later this year should add strength to the market.

New issue activity in the French Franc sector has now been stepped up to an all-time high. Middle-eastern investors usually take between a quarter and a half of French state guaranteed issues and this trend appears to be continuing. The secondary market performed well during the month with prices of seasoned issues finishing about ½ point better on average, while Euro-French Franc interest rates dropped one point to around 13½ per cent.

COMPILED FOR THE ASSOCIATION OF INTERNATIONAL BOND DEALERS BY dataSTREAM International Ltd

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The table of quotations and yields gives the latest rates available on March 31, 1981. This information is from reports from official and other sources which the Association of International Bond Dealers considers to be reliable, but adequate means of checking its accuracy are not available and the Association does not guarantee that the information it contains is accurate or complete.

All rates quoted are for indication purposes only and are not base don, nor are they intended to be used as a basis for, particular transactions. In quoting the rates the Association does not undertake that its members will take in all the listed Eurobonds and the Association, its members and the Financial Times Limited do not accept any responsibility for errors in the table.

ISSUED (AMT. O/S) (MIO)	YEAR OF ISSUE/ ISSUE PRICE	BORROWER/ COUPON/MATURITY	PRICE	YIELD TO MATURITY/ TO AVGE. LIFE	CURRENT YIELD
		US DOLLARS-ALGERIA			
25	1977 100.00	BQUE EXT D'ALGERIE 9.00 15/ 8/1982	91	16.75	9.89
		US DOLLARS-ARGENTINA			
50	1979 98.50	ARGENTINE REPUBLIC 9.875 1/ 8/1984	87	15.05	11.25
		US DOLLARS-AUSTRALIA			
30 4.2	1963 97.50	AUSTRALIA,COMMONWEALTH 5.00 1/ 4/1983 S	86	13.63 22.35	5.80
30 1.7	1962 98.25	AUSTRALIA,COMMONWEALTH 5.50 15/ 1/1982 S	92 1/2	15.77 22.95	6.03
30 2.5	1962 97.50	AUSTRALIA,COMMONWEALTH 5.50 1/ 7/1982 S	91 1/2	13.50 15.90	6.10
25 2.8	1962 99.00	AUSTRALIA,COMMONWEALTH 5.50 1/10/1982 S	89	14.35 23.51	6.28
25 7.0	1965 98.50	AUSTRALIA,COMMONWEALTH 5.50 1/ 5/1985 S	89	13.32 14.52	6.53
25 7.0	1965 99.75	AUSTRALIA,COMMONWEALTH 5.75 1/11/1985 S	84	10.47 13.68	6.96
25 7.8	1967 97.50	AUSTRALIA,COMMONWEALTH 6.50 15/ 5/1982	91	15.14 16.06	7.14
100	1977 100.00	AUSTRALIA,COMMONWEALTH 7.50 1/ 9/1984	84 5/8	13.35	8.56
350	1973 100.00	AUSTRALIA,COMMONWEALTH 8.00 1/ 4/1983	94 5/8	14.23	8.45
125	1976 99.83	AUSTRALIA,COMMONWEALTH 8.125 15/11/1983 S	88 1/2	13.92	9.29
75	1976 100.00	AUSTRALIA,COMMONWEALTH 8.25 1/ 6/1981 S	93 7/8	15.70	8.52
120	1976 100.00	AUSTRALIA,COMMONWEALTH 8.25 1/10/1983	89 5/8	13.47	9.23
125	1977 100.00	AUSTRALIA,COMMONWEALTH 8.25 1/12/1984 S	85 1/4	13.92	9.61
150 150.0	1977 100.00	AUSTRALIA,COMMONWEALTH 8.25 1/ 9/1992	73 5/8	12.73 14.25	11.21
175	1978 100.00	AUSTRALIA,COMMONWEALTH 8.45 1/ 6/1983 S	90 7/8	13.38	9.51
120	1976 100.00	AUSTRALIA,COMMONWEALTH 8.50 1/10/1986	83 1/4	12.90	10.21
50	1975 100.00	AUSTRALIA,COMMONWEALTH 8.75 15/ 6/1983 S	91 1/4	13.50	9.52
50	1976 99.63	AUSTRALIA,COMMONWEALTH 8.75 1/ 6/1995 S	83 1/8	13.81	10.60
60 60.0	1976 99.50	AUSTRALIA,COMMONWEALTH 8.75 1/10/1991	78 3/4	12.65 13.92	11.11
100 100.0	1977 98.38	AUSTRALIA,COMMONWEALTH 8.875 1/12/1997 S	71 1/2	12.55 14.92	12.80
75 75.0	1976 99.50	AUSTRALIA,COMMONWEALTH 9.00 15/11/1996 S	72 7/8	13.55 15.17	12.78
75 75.0	1978 99.63	AUSTRALIA,COMMONWEALTH 9.125 1/ 6/1992 S	76	13.55 14.66	12.37
75 71.3	1976 98.50	AUSTRALIA,COMMONWEALTH 9.125 1/ 6/1996 S	74 3/8	13.46 14.85	12.65
25 13.5	1975 99.00	PAPUA NEW GUINEA,GOVT OF 9.50 15/ 3/1983	90 1/4	15.65 16.39	10.53
25	1977 100.50	ALCAN AUSTRALIA 8.50 15/ 4/1989	73 1/2	14.24	11.56
60	1979 100.00	ALCOA OF AUSTRALIA 10.00 15/ 6/1989	82 3/4	13.59	12.08
80	1980* 100.00	ALCOA OF AUSTRALIA 12.00 15/ 1/1988	89 1/8	14.50	13.46
25 6.3	1974 100.00	AUSTRALIAN IND DEVT CORP 10.25 1/12/1981	95	18.57	10.79
40 33.2	1977 100.00	AUSTRALIAN MIN & SMELT'G 9.25 15/ 6/1992	73 3/4	14.01 15.05	12.54
10	1977 100.50	AUSTRALIAN RESOURCES 8.25 1/12/1982	89 1/2	15.30	9.22
30 22.8	1975 100.00	AUSTRALIAN RESOURCES 9.50 1/ 3/1983	91 1/2	14.89 15.06	10.38
30	1979 99.50	AUSTRALIAN RESOURCES 9.625 1/ 3/1984	87 3/4	14.45	10.97
30	1980* 99.50	AUSTRALIAN RESOURCES 12.00 1/11/1983	95 7/8	13.92	12.52
30	1981* 99.75	AUSTRALIAN RESOURCES 13.00 27/ 2/1986	96	14.17	13.54
30	1977 99.50	BROKEN HILL PROPS 8.00 1/ 4/1985	82 1/2	14.01	9.70
30 30.0	1977 99.00	BROKEN HILL PROPS 8.25 1/ 4/1989	74 3/4	13.62 14.53	11.04
30	1975 100.00	BROKEN HILL PROPS 9.50 1/ 5/1981	98 5/8	27.10	9.63
20 15.7	1975 98.50	BROKEN HILL PROPS 10.00 1/ 5/1990	83 1/2	13.22 14.16	11.98
20 11.0	1970 93.50	COMALCO INV EUROPE 9.50 1/11/1985	85 1/2	13.94 16.39	11.11
25 18.0	1975 100.00	COMALCO LTD 10.00 1/ 4/1987	86 1/2	13.42 14.49	11.56
40 40.0	1979 100.00	COMALCO INV EUROPE 10.25 15/ 7/1991	77 5/8	14.35 15.50	13.20
40 32.8	1976 100.00	HAMERSLEY HOLDINGS 8.50 1/ 1/1984	86 1/2	14.77 15.17	9.83
40 37.0	1976 100.00	HAMERSLEY HOLDINGS 9.50 1/ 1/1992	74 3/8	14.28 15.26	12.77
25 13.0	1972 100.00	HAMERSLEY IRON FIN 8.00 15/11/1987	75 1/2	13.86 16.65	10.60
20 12.5	1971 99.50	HAMERSLEY IRON FIN 9.00 1/ 5/1986	83 1/2	13.70 16.74	10.78
20 10.0	1970 97.00	HAMERSLEY IRON FIN 9.50 1/ 9/1985	88 1/2	13.04 15.13	10.73
35 26.6	1975 100.00	HAMERSLEY IRON FIN 10.00 1/ 6/1982	93	17.00 17.22	10.75
23 20.3	1972 99.75	K MART(AUST)PROPERTY EU2 7.75 15/ 9/1984	83	14.27 14.49	9.34
36 34.2	1976 99.50	K MART(AUST)FIN EU2 9.00 1/10/1986	81 1/2	14.03 14.44	11.04
25 14.5	1971 100.00	MOUNT ISA FIN 8.75 15/11/1986	81 1/2	13.64 15.84	10.74
10	1976 100.00	TNT INTL FIN 9.00 1/ 7/1983	WW 115	2.10	7.83

US DOLLARS-SWEDEN (CONTINUED)

Amount issued / Amt. outstanding ($m)	Year of issue / Issue price	Borrower / Coupon Maturity		Price	Yield to maturity / to average life	Current yield
30 / 21.5	1977 / 100.00	SPARBANKERNAS BANK 8.75 15/ 1/1988		80 1/4	13.33 / 13.97	10.90
40	1977 / 100.50	STATSFORETAG 7.75 1/ 2/1982		94 3/4	14.80	8.18
50 / 50.0	1977 / 100.00	STOCKHOLM,CITY OF 8.875 15/ 2/1992	S	74 1/8	13.92 / 15.97	12.33
60 / 60.0	1979 / 99.00	STOCKHOLM,CITY OF 9.75 15/ 3/1994	S	76 1/4	14.19 / 15.30	13.20
30 / 24.0	1976 / 99.00	SVENSKA HANDELSBANKEN 9.25 1/ 3/1986		83 3/8	14.16 / 16.08	11.09
45	1981* / 100.00	SVENSKA HANDELSBANKEN 13.75 15/ 4/1988		96 1/4	14.63	14.29
25 / 10.6	1976 / 100.00	SWEDISH EXPORT CREDIT 7.875 15/10/1983	P S	91	12.46 / 16.67	8.84
25 / 7.5	1975 / 99.00	SWEDISH EXPORT CREDIT 9.00 15/ 4/1982		96	13.35 / 17.19	9.38
20 / 17.1	1979 / 100.00	SWEDISH EXPORT CREDIT 9.50 15/ 4/1986	P S	88	13.21 / 15.49	11.09
50	1980* / 99.75	SWEDISH EXPORT CREDIT 12.00 1/10/1985		94 1/2	14.68	12.70
40	1980* / 99.50	SWEDISH EXPORT CREDIT 12.50 1/ 5/1985		94 5/8	14.31	13.21
75	1981* / 100.00	SWEDISH EXPORT CREDIT 13.00 15/ 1/1986		95 1/4	14.40	13.65
15 / 10.5	1973 / 100.00	SWEDISH INVESTMENT BANK 7.50 15/ 1/1988		74 1/2	13.44 / 16.58	10.07
15 / 10.5	1972 / 99.00	SWEDISH INVESTMENT BANK 7.75 1/11/1987		78 7/8	12.64 / 15.37	9.83
15 / 15.0	1976 / 100.00	SYDKRAFT 9.25 15/ 9/1986		79 7/8	14.84 / 17.87	11.58
30 / 13.9	1976 / 100.00	UDDEVALLAVARVET 7.75 1/12/1983	P S	89 1/4	13.01 / 17.20	8.87
25 / 20.5	1977 / 100.00	UDDEVALLAVARVET 7.75 15/ 9/1984	P	84	13.83 / 15.28	9.23
25 / 20.2	1972 / 100.50	VOLVO 8.00 1/ 9/1987		73 1/8	14.72 / 17.67	10.94
35	1977 / 100.00	VOLVO 8.00 1/ 3/1987		73 1/8	15.19	10.94
25	1975 / 99.50	VOLVO 9.50 1/ 3/1985		86	14.41	11.05

US DOLLARS-SWITZERLAND

Amount issued / Amt. outstanding ($m)	Year of issue / Issue price	Borrower / Coupon Maturity		Price	Yield to maturity / to average life	Current yield
35 / 5.8	1971 / 100.00	ALUSUISSE INT 7.00 1/ 7/1981	BV	96 5/8	21.69	7.24
75	1977 / 100.00	FIAT FIN CORP 8.00 1/ 8/1982		92 3/8	14.50	8.66
35 / 24.5	1972 / 98.50	SWISS ALUMINIUM AUST LTD 8.00 1/ 7/1987		87	10.96 / 13.13	9.20

US DOLLARS-VENEZUELA

Amount issued / Amt. outstanding ($m)	Year of issue / Issue price	Borrower / Coupon Maturity		Price	Yield to maturity / to average life	Current yield
100	1977 / 99.89	VENEZUELA,REPUBLIC OF 7.875 15/ 6/1982	S	92 3/4	15.15	8.67
100	1977 / 99.50	VENEZUELA,REPUBLIC OF 8.00 15/ 2/1984		83 7/8	15.33	9.36
100	1977 / 99.75	VENEZUELA,REPUBLIC OF 8.125 15/10/1984	S	83 3/8	14.78	9.98
50 / 50.0	1977 / 99.50	VENEZUELA,REPUBLIC OF 8.75 15/10/1982	S	69 7/8	14.61 / 16.68	12.91
[illegible]	[illegible]	[illegible]		[illegible]	[illegible]	[illegible]

US DOLLARS-UTD KINGDOM (CONTINUED)

Amount issued / Amt. outstanding ($m)	Year of issue / Issue price	Borrower / Coupon Maturity		Price	Yield to maturity / to average life	Current yield
50 / 47.0	1977 / 99.50	CAVENHAM INTL BV 9.50 15/12/1987		77 1/2	15.02 / 17.42	[illegible]
30 / 14.1	1971 / 100.00	COMMERCIAL UNION 8.50 15/12/1986		79 7/8	13.79 / 16.23	[illegible]
20 / 2.1	1970 / 100.00	COURTAULDS INT FIN 9.00 1/ 2/1982	S	94 3/8	17.12	[illegible]
20 / 10.0	1970 / 98.00	COURTAULDS INT FIN 9.25 1/10/1985		87 3/8	13.09 / 14.73	[illegible]
25 / 13.0	1973 / 100.00	DUNDEE,CITY OF 9.25 15/10/1983		92	13.08 / 13.11	[illegible]
25	1973 / 100.00	EDINBURGH,CITY OF 9.00 1/11/1981		94 1/2	19.48	[illegible]
15 / 3.0	1967 / 98.50	EMI 6.75 15/11/1982		84 5/8	18.46 / 23.87	[illegible]
50 / 30.0	1977 / 100.00	EMI FINANCE BV 9.25 15/ 4/1989		76	14.49 / 15.47	[illegible]
30 / 30.0	1981* / 98.75	FINANCE FOR INDUSTRY INT 14.00 1/ 4/1986		99 3/8	14.18 / 14.22	[illegible]
20 / 16.0	1972 / 100.50	FISONS 8.25 1/ 7/1987		72	15.54 / 19.77	[illegible]
20 / 20.0	1977 / 100.00	FISONS INT FIN 8.75 1/ 8/1992		68 1/4	14.62 / 15.85	[illegible]
25 / 13.9	1971 / 100.00	G.K.N. INTERNATIONAL 8.50 1/ 3/1986		79 3/4	14.53 / 17.65	[illegible]
15 / 12.5	1974 / 100.00	G.K.N. INTERNATIONAL 9.50 5/ 4/1989		78 3/8	14.19 / 16.70	[illegible]
[illegible]	[illegible]	[illegible]		[illegible]	[illegible]	[illegible]

Amount issued (US$ mn) / Year of issue / issue price	Borrower / coupon maturity	Price	Yield to maturity / to average life	Current yield
	US DOLLARS-FLOATING RATE (CONTINUED)			
75 1979 100.00	WILLIAMS & GLYN 5.25:1/4 15.938 14/ 5/1991 S	99 1/8		16.08
	AUSTRALIAN DOLLARS			
15 1976 99.25	AUSTRALIAN IND DEVT CORP 10.00 1/10/1983	91 1/2	14.19	10.93
30 1980* 99.50	AUSTRALIAN IND DEVT CORP 12.25 15/10/1985	93 1/2	14.23	13.10
10 1977 100.00	AUSTRALIAN RESOURCES 10.00 1/12/1982	92 1/2	15.32	10.81
15 1978 100.50	CITICORP O/S FIN 10.50 15/ 2/1983	95	13.66	11.05
25 1979 99.50	CITICORP O/S FIN 11.00 1/ 2/1984	95	13.19	11.58
12 1978 100.00	EAST OVERSEAS HOLDINGS 11.50 1/ 7/1983	90 3/4	16.66	12.67
	AUSTRIAN SCHILLINGS			
150 45.0 1971 98.50	ASIAN DEVELOPMENT BANK 7.00 20/12/1993 S	97 3/4	8.09 9.72	7.29
250 326.7 1979 99.50	EUROFIMA 8.00 4/12/1994	89 1/4	9.42 10.16	8.96
400 1978 99.60	EUROPEAN INVESTMENT BANK 7.75 20/12/1986	88 1/4	10.57	8.78
350 350.0 1976 97.25	EUROPEAN INVESTMENT BK P 8.00 20/10/1985	93 1/2	9.54 10.59	8.56
500 1979 99.50	EUROPEAN INVESTMENT BANK 8.00 28/12/1989	86	10.51	9.30
500 300.0 1976 97.25	INTER-AMERICAN DEV BK D 8.00 17/12/1986	93 1/2	9.51 10.48	8.56
400 1979 99.50	INTER-AMERICAN DEV BANK 8.00 21/12/1989	87 1/2	10.22	9.14
1 1980	WORLD BANK	59 3/4	9.78	8.92

Amount issued / Year of issue / issue price	Borrower / coupon maturity	Price
	CANADIAN DOLLARS (CONTINUED)	
50 1976 100.50	EUROPEAN COAL & STEEL 9.00 15/ 3/1983	90 5/8
25 1977 100.50	EUROPEAN COAL & STEEL 9.00 15/ 4/1984	87 1/8
50 1979 100.00	EXPORT DEVELOPMENT CORP 10.00 15/ 5/1984	89 3/8
60 1980* 100.00	FEDERAL BUSINESS DEV BK 11.50 15/ 7/1990	85 1/2
50 1979 100.50	FIRST CANADIAN INVEST 10.00 15/ 5/1984	88 3/4
30 1977 100.00	FORD MOTOR CREDIT-CANADA 8.50 15/ 5/1984	84
20 1977 99.50	FORD MOTOR CREDIT-CANADA 8.75 15/ 5/1987	74 1/2
50 1976 99.50	FORD MOTOR CREDIT-CANADA 9.25 1/ 2/1983	89
40 1976 100.00	FORD MOTOR CREDIT-CANADA 9.50 15/ 7/1982	91 5/8
5 1976 100.00	GENELCAN D 9.00 15/11/1981	95 1/2
10 1975 100.00	GENELCAN D 9.50 1/12/1982	92 3/4
25 1977 100.00	GENERAL FOODS LTD 8.50 1/ 5/1984	87 1/4
30 1976 100.50	GEN MOTORS ACCEPTANCE 9.00 15/10/1981	95 3/4
50 1976 100.00	GEN MOTORS ACCEPTANCE 9.00 1/ 2/1982	94 5/8
40 1976 100.00	GEN MOTORS ACCEPTANCE 9.25 1/ 6/1983	90 7/8
50 1975 100.00	GEN MOTORS ACCEPTANCE 9.50 15/10/1981	96 1/2
50 1976	GEN MOTORS ACCEPTANCE	88 3/4

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31st MARCH 1981

WestLB Euro-Deutschmarkbond Quotations and Yields

Issue	Middle Price	Current Yield	Yield to Maturity*	Life*	Repayment D-mandatory-drawing by lot at par S-sinking fund P-purchase fund
8% ADELA 76/88	88.50	9.04	15.89	2.00	1. 4.83
7¼% ADELA 77/82 PP	85.00	8.53	22.66	1.21	16. 6.02
7% ADELA 77/82 PP	84.00	8.33	21.96	1.33	1. 8.82
7¾% African Dev. Bank 79/86	85.75	9.04	11.55	5.17	1. 6.86
8% African Dev. Bank 79/87	86.00	9.30	11.03	6.58	1.11.87
6½% Airport Paris 69/84 PP (G)	91.75	7.08	11.62	1.88	1. 3.75—84D
9% AKZO 75/82 PP	98.00	9.18	11.56	0.83	1. 2.82
7¾% AKZO 76/83 PP	92.50	8.38	11.84	2.17	1. 6.83
6% AKZO 78/84 PP	86.00	6.98	11.81	3.00	1. 4.84
6½% AKZO 78/86 PP	81.00	8.02	11.60	4.92	1. 3.86
9% AKZO 80/90	95.00	9.47	9.85	9.12	15. 5.86—90S
8¼% Alusuisse Int'l. 75/83	97.75	8.44	10.10	1.30	1. 8.81—83D
5½% American Expr. Int'l. 79/87	81.75	6.73	9.76	3.79	15. 1.87
6¾% AMEX Int'l. 77/84 PP	89.00	7.58	11.27	3.00	1. 4.84
10% A.P.E.L. 74/81 (G)	99.75	10.03	10.22	0.67	1.12.77—81D
7¾% ARBED Finance 76/83 PP	91.50	8.47	11.70	2.58	1.11 83
6¾% ARBED Finance 77/87	84.75	7.96	10.19	6.17	1. 6 83—87S
7½% ARBED Finance 79/86 PP	85.00	8.82	11.28	5.50	1.10.86
9% ARBED Finance 80/87 PP	92.00	9.78	10.83	6.17	1. 6.87
8¾% Ardal-Sunndal 75/81 PP	99.25	8.82	11.58	0.25	due 1. 7.81
6¾% Ardal-Sunndal 77/89 PP	81.50	8.28	12.39	4.45	1. 7.82—89D
7½% Argentina 77/84	87.35	8.59	12.11	3.50	1.10.84
6½% Argentina 78/85	82.55	7.87	12.38	3.92	1. 5.85
6½% Argentina 78/88	77.00	8.44	12 54	5.47	1.11.84—88D
7½% Argentina 79/88	84.00	8.93	10.53	6.08	1. 5.85—80S
7% Asian Dev. Bk. 69/84	99.25	7.05	7.38	3.42	1. 9.75—84S
8% Asian Dev. Bk. 76/82	97.25	8.23	11.29	0.92	1. 3.82
7¾% Asian Dev. Bk. 76/83 PP	93.75	8.27	11.42	2.00	1. 4.83
7% Asian Dev. Bk. 77/85	91.25	7.67	9.75	4.00	1. 4.85
5½% Asian Dev. Bk. 78/88	77.75	7.07	10.03	7.08	1. 5.88
7¼% Asian Dev. Bk. 79/89	84.50	8.58	10.07	8.33	1. 6.89
8⅜% Asian Dev. Bk. 80/90	91.25	9.18	9.61	9.58	1.11.90
10% Asian Dev. Bk. 80/90	100.20	9.98	9.96	9.08	1. 5.90
7½% Aumar 73/88 (G)	92.75	8.09	10.15	3.64	1. 2.79—88D
9% Aumar 76/84 (G)	98.50	9.14	9.51	3.37	15. 8.77—84S
7¾% Aumar 77/84 (G)	91.00	8.52	11.17	3.25	1. 7.84
6½% Australia 67/82	99.90	6.51	6.53	1.58	1.11.79—82S
6¾% Australia 68/83	99.90	6.76	6.91	2.33	1. 8.74—83S
6½% Australia 68/84	99.40	6.54	6.84	2.83	1. 2.75—84S
7¼% Australia 69/84	99.50	7.29	7.55	3.58	1.11.75—84S
7% Australia 72/87	99.50	7.04	7.10	5.83	1. 2.78—87S
9% Australia 75/82	98.80	9.11	10.50	0.83	1. 2.82
8¼% Australia 75/82 I PP	98.50	8.38	9 90	1.00	1. 4.82
8¼% Australia 75/82 II PP	98.00	8.42	10.26	1.08	1. 5.82
7¼% Australia 76/83	98.75	7.34	7.97	1.92	1. 3.83
5¼% Australia 77/82 PP	87.50	6.00	15.16	1.49	1.10.82
5¾% Australia 77/89	80.50	7.14	9.11	8.58	1.11.85—89S
6% Australia 78/88	82.35	7.29	9.40	7.42	1. 9.88
8% Australia 80/87 PP	93.50	8.56	9.34	6.66	1.12.87
8¼% Australia 80/90	94.80	8.57	8.99	8.92	1. 3.90
6¾% Austr. Ind. Dev. Corp. 72/87	90.75	7.44	10.07	3.39	1.11.78—87D
7% Rep. of Austria 68/82	100.00	7.00	7.12	1.00	1. 4.73—82S
6½% Rep. of Austria 69/83	95.75	6.79	9.06	2.00	1. 4.75—83S
9¾% Rep. of Austria 74/81 PP	99.25	9.82	10.80	0.67	1.12.81
8¼% Rep. of Austria 75/81 PP	99.00	8.33	14.24	0.17	due 1. 6.81
8¾% Rep. of Austria 75/82 PP	97.75	8.95	11.25	1.00	1. 4.79—82D
9% Rep. of Austria 75/83	99.40	9.05	9.34	1.93	1. 2.83
8¾% Rep. of Austria 75/83 PP	97.00	9.02	11.05	1.49	1. 4.79—83D
8½% Rep. of Austria 75/87	97.50	8.72	9.05	6.09	1. 5.78—87S
7¾% Rep. of Austria 76/86	96.00	8.07	8.75	5.03	2. 5 83—86S
6¾% Rep. of Austria 77/85	90.25	7.48	9.61	4.00	1. 4.83—85S
7% Rep. of Austria 77/87 PP	90.00	7.78	10.41	3.65	1. 1.23—87D
6¾% Rep. of Austria 77/87 PP	89.25	7.56	9.20	5 83	1. 2.83—87D
6% Rep. of Austria 77/87 PP	83.50	7.19	9.54	6.42	1. 9.84—87D
5¾% Rep. of Austria 78/88 PP	81.75	7.03	10.47	5.19	15. 7.84—82D
5¾% Rep. of Austria 78/90	76.25	7.54	9.65	9.58	1.11.85—90D
6¾% Rep. of Austria 79/84 PP	90.00	7.50	10.34	3.42	1. 9.84
7% Rep. of Austria 79/87 PP	85.50	8.19	10.17	6.42	1. 9.87
6¼% Rep. of Austria 79/89 PP	83.50	7.49	10.53	5.13	1. 2.24—89D
7¼% Rep. of Austria 79/89 PP	83.00	8.73	10.36	8.42	1. 9.83
8¼% Rep. of Austria 80/86 PP	94.25	8.75	9.63	5.22	20. 6.86
8¼% Rep. of Austria 80/88 PP	90.75	9.09	10.10	7.22	20. 6.88
8¼% Rep. of Austria 80/90 PP	88.00	9.38	10.32	9.22	20. 6.90
7¾% Rep. of Austria 80/90 PP	87.00	8.91	9.93	3.37	1. 6.90
8¼% Rep. of Austria 80/92	89.00	9.27	10.17	8.86	1.10.67—92D
7% Autopistas Cataluna 78/85 PP	86.00	8.14	11.77	3.79	16. 1.85
7¼% Autopistas Espanola 69/84 (G)	95.00	7.63	9.26	3.25	1. 7.73—84S
8% Autopistas Espanola 71/86 (G)	93.15	8.59	11.16	2.85	1.10.77—86D
6¾% Autopistas Espanola 72/87 (G)	88.85	7.60	10.93	3.29	1.10.78—87D
7¼% Autopistas Espanola 79/85 PP (G)	88.50	8.19	11.01	3.92	1. 3.85
7¼% Banco N. Desarrollo 79/86 (G)	82.00	8.84	12.34	4.92	1. 3.86

WestLB SD Certificates (Schuldschein-Index)

5 years maturity: 10.35%

Issue	Middle Price	Current Yield	Yield to Maturity*	Life*	Repayment
8% Banco N. Obras 71/86 (G)	95.78	8.36	9.18	5.58	1.11.77—86S
9% Banco N. Obras 76/81 (G)	99.00	9.09	11:29	0.42	1. 9.81
7¼% Banco N. Obras 77/82 PP (G)	94.75	7.65	11.52	1.37	16. 8.82
7% Banco N. Obras 77/82 PP (G)	94.00	7.45	11.39	1.54	15.10 82
7% Banco N. Obras 77/84 (G)	88.50	7.91	11.11	3.50	1.10.84
5¾% Bk. America Overs. Fin. 78/90	79.75	7.21	8.98	9.58	1.11.90
6% Bank of Tokyo 79/86 PP	84.50	7.10	10;21	4.83	1. 2.86
7½% Banque Ext. Algerie 77/83	92.75	8.09	10:87	2.54	15.10.81—83D

Issue	Middle Price	Current Yield	Yield to Maturity*	Life*	Repayment D-mandatory-drawing by lot at par S-sinking fund P-purchase fund
8½% Denmark 80/92 PP	89.00	9.27	9.95	10.83	1. 2.92 P
9¼% Denmark 80/90 PP	96.25	9 87	10.14	9.08	1. 5.90
6¾% Den Norske Ind. 77/83 (G)	87.20	7.73	10.99	3 81	1. 6 80—83D
6% Den Norske Ind. 78/90 (G)	82.90	7 24	10.33	5.33	1. 5.83—90D
6½% District Paris 69/84 (G)	93.00	6.99	9.28	3.00	1. 4.75—84D
7¼% E E C 76/83	95.25	7.61	9.99	2.00	1. 4.83
8¼% Electr. de France 80/88 PP (G)	91.00	9.07	9.98	7.53	1.11.88
7% Eletrobras 77/87 (G)	86.25	8.12	9.99	6.42	1. 9.83(83-87)
6¾% Eletrobras 78/86 (G)	77.25	8.74	13.26	5 00	1. 4.86
7% Eletrobras 79/27 (G)	78 00	8.97	12.52	5 83	1. 2.87
5¼% Elf Aquitaine 76/86	78.75	6.67	10.08	6.09	15. 5.86—86D
5¾% Elkem 76/88 PP	82 00	7.01	10.50	5.07	1. 6.84—88D
6¾% Ericsson 72/87	92.00	7.34	8.52	5.92	1. 3.78—87S
6½% ESCOM 68/83 (G)	92.60	7.02	12.20	1.46	1.10.74—83D
8½% ESCOM 70/85 (G)	98.25	8.65	9.33	2.44	1. 4.76—85D
8% ESCOM 71/86 (G)	93 00	8.60	11.25	2.81	1. 3.77—86D
6¼% ESCOM 72/87 (G)	85.75	7.29	11.83	2.19	1. 9.78—87D
7% ESCOM 73/88 (G)	85.75	8.16	11.79	3.86	1. 5.79—88D
8% ESCOM 78/84 PP (G)	90 75	8.82	11.24	3 58	1.11.84
8¾% ESCOM 79/84 I PP (G)	93 50	9 36	11.15	3.33	1. 8.84
8¾% ESCOM 79/84 II PP (G)	93 50	9.36	11.15	3.33	1. 8.84
9% ESCOM 80/87 PP (G)	94.00	9.57	10.52	5.33	1. 8.84—87D
9¼% ESCOM 80/87	94.50	9.79	10.42	6.57	1.11.87
7¾% ESTEL 73/88	87.00	8.91	10 35	7.33	1. 8.79—88S
8½% ESTEL 75/85	98.25	8.65	9.01	4.17	1. 6.81—85S
8½% ESTEL 76/83 PP	94.50	8.99	11 85	1.92	1. 3.83
6½% ESTEL 77/84 PP	84 00	7.74	12.25	3.58	1.11.84
6¼% ESTEL 77/84 PP	84.00	7.44	13.90	2.62	1.12.83—84D
6¼% ESTEL 78/85 PP	83 00	7.53	11 34	4.50	1.10.85
7¾% ESTEL 79/86 PP	84.00	9.23	11.95	5.33	1. 8.86
8¼% ESTEL 79/88 PP	87.50	9 29	11.18	5.71	15.12.86
8⅝% ESTEL 80/87 PP	88.75	10 00	11.49	6.21	15. 6.87
5¾% Euratom 77/87	80 50	7.14	9.91	6.58	1.11.87
6¼% Euratom 79/91 PP	83.00	7.53	10 11	6.10	3. 2.84—91D
6½% Eurofima 67/83	96.00	6.77	9.66	1.39	1. 9.71—83D
6¾% Eurofima 72/87	82.25	7 08	10.73	3.21	1. 9.76—87D
6½% Eurofima 73/88	89.00	7.30	10 19	3.72	1. 3.77—88D
8% Eurofima 73/88	96.25	8 31	9.19	3.77	1.10.77—88D
8% Eurofima 76/83	96.75	8.27	9.99	1.83	1. 2.83
6¾% Eurofima 77/87 PP	87.50	7.71	11.00	3.73	1. 2.83—87D
5½% Eurofima 78/88	82.50	6.67	10.32	4.77	15. 2.84—88D
5½% Eurofima 78/88 PP	77.00	7.14	10.89	6.02	1.11.85—88D
6½% Eurofima 79/89	84.25	7.72	10.26	5.74	1. 2.85—89D
7% Eurofima 79/84 PP	89.50	7.82	10.72	3.50	1.10.84
7½% Eurofima 79/87 PP	86.00	8 58	10.43	6.50	1.10.87
8¼% Eurofima 80/87 PP	91.50	9.02	10 06	6 58	1.11.87
7⅞% Eurofima 80/88 PP	89.50	8.80	10.07	6.79	15. 1.88
6% Europ. Inv. Bank 69/84	92.75	6.47	10 60	1.88	1. 3.75—84D
7% Europ. Inv. Bank 69/84	93.50	7.49	10.94	2.02	1.11.75—84D
7½% Europ. Inv. Bank 71/86	94.00	7.98	10 24	2.82	1. 3.77—86D
7¾% Europ. Inv. Bank 71/86	94.00	8.24	10.24	2.86	1.10.77—86D
6½% Europ. Inv. Bank 72/87	89 50	7.26	10.44	3.27	1. 3.78—87D
6% Europ. Inv. Bank 72/87	88.15	6 81	10 50	3.22	1. 9.80—87D
6¾% Europ. Inv. Bank 73/88	92.25	7.32	8 27	5.83	1. 2.79—88S
7% Europ. Inv. Bank 73/88	92.60	7.56	8.39	7.25	1. 7.79—88S
10% Europ. Inv. Bank 74/81 PP	99.37	10.06	11.28	0.42	due 1. 9.81
9½% Europ. Inv. Bank 75/83	100.25	9.48	9.21	1.24	due 1. 9.81
8% Europ. Inv. Bank 76/83	99.00	8.08	8.60	1.74	1. 7.80—83D
7¾% Europ Inv. Bank 76/83 PP	94.00	8.24	10.56	2.50	1.10.83
6¾% Europ. Inv. Bank 76/84	93.00	7.26	10.59	2.10	1.12.81—84D
6% Europ. Inv. Bank 77/89	84 60	7.09	10.38	4.58	1. 8.82—89D
6% Europ. Inv. Bank 78/88 I PP	78.50	7.64	10 31	7.33	1. 8.88
6% Euorp. Inv. Bank 78/88 II PP	78.00	7.69	10.29	7.62	15.11.88
5¼% Europ. Inv. Bank 78/90	76.50	6.86	10.27	6.69	1. 3.85—90D
6% Europ. Inv. Bank 78/90	73 25	7.67	9.58	9 50	1.10.90 P
7½% Europ. Inv. Bank 79/89	87.50	8 57	9.78	8 17	1. 6.89
7⅝% Europ. Inv. Bank 79/89 PP	87.00	8.76	9 98	8.33	1. 8.89
6½% Europ. Inv. Bank 79/91	80.50	8.07	9.67	9.75	1. 1.91 P
9¼% Europ Inv. Bank 80/86	99 75	9.27	9 31	5 08	1. 5.86
7⅞% Europ. Inv. Bank 80/90	98.00	8.95	9.89	9.33	1. 8.90
8½% Europ. Inv. Bank 80/90	92.25	9.21	9.77	9 54	15.10.90
9% Europ. Inv. Bank 80/87 PP	98 50	9.14	9.29	6.61	15.11.87
9½% Europ. Inv. Bank 80/90	99 15	9.58	9 64	9.08	1. 5.90
9½% Europ. Inv. Bank 80/90	99.20	9.58	9 61	9.67	1.12.90
10½% Europ. Inv. Bank 81/91	103.25	10 17	9 87	9 99	1. 4.91
8¼% Europistas 71/86 (G)	96.40	8 56	10 01	2 74	due 1. 9.81
8% Europistas 72/87 (G)	95.00	8.42	10.14	3.11	1. 1.78—87D
7½% Fin. Inst. f. Dan. Ind. 76/81 PP	97.25	7 71	11.88	0 67	1.12.78—81S
7% Finland 65/83	94.75	7 39	10.81	1.65	1. 6.72—83D
6¾% Finland 66/83	93.90	7.19	11 22	1.63	1.12.72—83D
7% Finland 69/84	93 00	7.53	11.20	2.05	2. 5.73—84D
7½% Finland 69/84	93.75	8.00	11 50	1.93	1.10.73—84D
7% Finland 72/87	92.75	7.55	8.75	6 00	1. 4.78—87S
8% Finland 76/84	97.25	8.23	9.02	3.17	1. 6.81—84S
5½% Finland 78/83 PP	90.25	6 09	11 69	1.83	1. 2.83
6% Finland 78/83	89.30	6.72	10.80	2.67	1.12.83
5¾% Finland 78/86	82.00	7 01	10.70	4.83	1. 2.86
8% Finland 79/86	91.85	8.71	9.92	5.71	16.12.86
8½% Finn. Industriebank 80/90 (G)	90.50	9.39	10.76	5.82	1.11.83—90D
7½% Finn. Kommunal 69/81 (G)	97.50	7.69	11.79	0 67	1.12.72—81D
8% Finn Kommunal 71/83 (G)	94.25	8.49	12.48	1.57	2. 5.76—83D
8¼% Forsemarks 75/83 (G)	96.75	8.53	11.18	1.21	1. 7.80—83D
5¾% Forsmarks 78/90 (G)	80.50	7.14	11.00	5 02	16. 1.83—90D
8⅞% Forsmarks 80/87 (G)	95.00	9.34	10.07	5.55	1.11.85—87D
7½% Francetel 76/83 (G)	94.75	7 92	9.90	2 54	16.10.83
6¾% Francetel 77/84 PP (G)	90.75	7.44	10.50	3.00	1. 4.84
7% Fuji Heavy 76/81 PP	97.00	7.22	11.80	0.67	1.12.81
9¼% Gen. Zbk. Vienna 75/82 PP	97.25	9.51	12 56	0.92	1. 3.82
8½% Gen. Zbk. Vienna 76/83 PP	95 75	8.88	12.12	1.32	1. 2.82—83D
6% Gen. Zbk. Vienna 77/87	84.50	7.10	10 42	4.57	1.12.82—87D
7% Giroz. Vienna 76/81	98.00	7 14	10 58	0.58	1.11.81
7¼% Giroz. Vienna 76/83	93.50	7.75	10.20	2 58	1.11.83
5½% Giroz. Vienna 77/82	93 25	5.90	10.55	1.50	1.10.82
5¾% Giroz. Vienna 78/86 PP	80.75	7.12	10.52	5.50	1.10.86
6⅞% Giroz. Vienna 79/84 PP	90 50	7 60	10.32	3.37	16. 8.84
8⅞% Giroz. Vienna 80/87 PP	94.75	9.37	10.04	6.17	1. 6.87
6% G. I. S. 78/83 PP	92.50	6.49	10.51	1.92	1. 3.82—83D

Issue	Middle Price	Current Yield	Yield to Maturity*	Life*	Repayment
7% Grand Metrop. Fin. 77/84	92.00	7.61	9.91	3.33	1. 8.81—84S
8% Guest-Keen-Nettl. 76/83	96.00	8.33	10.21	2.09	2. 5.83
6¾% Hamersley Iron 72/87	88.10	7.66	9.34	6.25	1. 7.78—87S
8% Hazama-Gumi 76/81 PP	99.00	8.08	14.00	0.17	due 1. 6.81
8¾% Hazama-Gumi 80/85 PP	94.00	9.31	10.57	4.21	16. 6.85
7% Helsinki 68/83	97.25	7.20	8.53	2.25	1. 7.72—83S
9% Hidroelectr. Ibérica 80/90	92.25	9.76	10.77	6.13	1. 8.84—90D
5¾% Hitachi Shipbldg. 78/83	89.25	6.44	10.49	2.71	16.12.83
8⅜% Honeywell Bull 80/90	92.00	9.10	9.70	9.33	1. 9.90 P
8¾% IAKW, Vienna 75/85 (G)	97.00	9.02	10.14	2.52	1. 5.80—85D
10% IBM 80/86 PP	103.50	9.66	9.10	5.00	1. 4.86
7¼% Iceland 69/84	97.25	7.46	8.45	3.08	1. 5.73—84S
7¾% Iceland 77/87	90.75	8.54	9.87	5.99	1. 4.80—87S

Issue	Middle Price	Current Yield	Yield to Maturity*	Life*	Repayment D-mandatory-drawing by lot at par S-sinking fund P-purchase fund
8½% Light-Servicos 77/82 (G)	96.50	8.81	12.74	0.92	1. 2.82
6¾% Light-Servicos 78/86 (G)	76.75	8.79	13.32	5.06	1. 5.86
8½% Light-Servicos 80/90 (G)	84.25	10.09	12.05	6.68	16. 1.86—90D
9¾% Lonrho Intern. 80/87	99.25	9.82	9.91	6.09	2. 5.87
6½% Lufthansa Int'l. 79/86 PP	85.25	7.62	10.48	4.92	1. 3.86
7% Malaysia 72/84	91.00	7.69	12.01	2.13	1. 6.75—84D
6½% Malaysia 77/85	82.00	7.93	11.95	4.42	1. 9.85
9¼% Malmoe 75/84	100.00	9.25	9.21	1.90	1. 2.81—84D
8¼% Malmoe 76/83	97.50	8.46	10.23	1.40	1. 3.80—83D
6½% Manitoba 77/84	90.75	7.16	9.95	3.25	1. 7.84
6¾% Manit. Hydro El. 72/87	90.00	7.50	8.92	5.17	1. 6.78—87S
6¼% Megal Fin. Comp. 78/90	76.50	8.17	10.47	8.75	2. 1.85—90S
7% Megal Fin. Comp. 79/89	81.75	8.56	10.48	3.00	1. 4.87—89P
7% M E P C 73/88	87.50	8.00	11.14	3.87	1. 5.79—88D
7¼% Mexico 73/88	92.35	7.85	8.79	6.75	1. 1.79—88S
9% Mexico 75/82	98.00	9.18	10.72	1.25	1. 7.82
8% Mexico 76/83	94.50	8.47	10.96	2.17	1. 6.83
7¾% Mexico 77/84	92.75	8.36	10.54	3.17	1. 6.84
6% Mexico 78/85	86.00	6.98	10.46	4.00	1. 4.85
8¾% Michelin Finance 80/87 PP	93.50	9.36	10.12	6.62	16.11.87
8½% Midland Int. Fin. 80/90	93.30	9.11	9.59	9.54	15.10.90
6½% Mitsubishi Chemical 79/84	91.75	7.08	9.72	3.08	30. 4.84
5¾% Mitsubishi Petro 78/83	92.75	6.20	9.20	2.42	1. 9.83
7¾% Mitsui Toatsu 76/81 PP	97.50	7.95	13.48	0.46	due 15. 9.81
9% MODO 75/83	97.00	9.28	11.92	1.13	1. 6.80—83D
7% Montreal 69/89	88.50	7.91	10.30	4.24	1. 4.70—89D
6% Montreal 72/92	81.75	7.34	10.65	5.32	1. 9.73—92D
6¾% Montreal 73/93	79.50	8.49	9.68	12.17	1. 6.74—93S
8½% Montreal 76/86	96.25	8.83	9.42	5.26	1. 7.77—86S
7% Montreal 77/87	86.10	8.13	10.07	6.29	16. 7.78—87S
7½% Mortg. Denmark 69/84 (G)	98.15	7.64	8.27	3.58	1.11.75—84S
7% Mortg. Denmark 73/88 (G)	89.40	7.83	9.05	7.25	1. 7.79—88S
8½% Mortg. Denmark 80/90 (G)	90.10	9.43	10.19	9.25	1. 7.90
6¾% Mortg. Bk. Finl. 69/84 (G)	95.75	7.05	8.56	3.00	1. 4.75—84S
8¾% Nafi. Mexico 76/83 PP (G)	94.50	9.26	11.20	2.67	1.12.83
7% Nafi. Mexico 77/82 PP (G)	94.00	7.45	11.77	1.42	1. 9.82
8¾% Nafi. Mexico 77/84 (G)	96.25	9.09	10.29	2.92	1. 3.84
8¾% Nafi. Mexico 77/84 PP (G)	94.25	9.28	11.15	2.92	1. 3.84
8¼% Nat. Bk. Hungary 75/81	98.75	8.35	13.24	0.25	due 1. 7.81
6½% Nat. Bk. Hungary 77/85	83.50	7.78	11.38	4.58	1.11.85
7% Nat. Nederl. Fin. Maat 79/86 PP	88.00	7.95	9.91	5.50	1.10.86
8% Nat. Westm. Bk. 73/88	95.25	8.40	8.88	7.50	1.10.79—88S
8% Nederl. Gasunie 79/86	93.50	8.56	9.52	5.67	1.12.83—86
8½% Nederl. Gasunie 80/87	97.25	8.74	9.12	5.92	1. 3.84—87S
6¾% New Brunswick 72/87	90.00	7.50	8.80	6.58	1.11.78—87S
7¼% Newfoundland 69/84	94.50	7.67	9 41	3.33	1. 8.75—84S
8% Newfoundland 71/86	95.50	8.38	9.08	5.33	1. 6.77—86S
6¾% Newfoundland 72/87	91.30	7.39	8.52	6.58	1.11.78—87S
6½% Newfoundland 73/88	88.50	7.34	8.77	7.00	1. 4.81—88S
6¾% New Zealand 69/84	93 90	7.19	10 83	1.80	1. 2.75—84D
7½% New Zealand 71/86	93.25	8.04	10.43	2.98	1. 5.77—86D
7% New Zealand 72/87	91.75	7.63	10.13	3.19	1. 2.78—87D
7½% New Zealand 76/83	95.45	7.86	10.22	1.92	1. 3.83
7¾% New Zealand 76/86	93.50	8.29	10.02	3.49	1.11.82—86D
6¼% New Zealand 77/84	90.25	6.93	10.08	3.08	1. 5 84
5¼% New Zealand 78/86	84.00	6.25	9.46	4.92	1. 3.86
6% New Zealand 79/86 PP	83.75	7.16	10.44	4.83	1. 2.86
6¼% New Zealand 79/87	84.76	7.37	9.83	5.75	1. 1.87

Issue	Middle Price	Current Yield	Yield to Maturity*	Life*	Repayment
8% Quebec Hydro El. 71/86	95 40	8.39	10.18	2.78	1. 9.77—86D
6½% Quebec Hydro El. 72/87	89.75	7.24	10.95	2.79	1. 4.78—87D
6½% Quebec Hydro El. 73/88	88 00	7.39	10.50	3.72	1. 3.79—88D
6½% Quebec Hydro El. 77/87	83.75	7.76	10 06	6.37	16. 8.87 P
6¼% Quebec Hydro El. 77/87	82.75	7.55	9.83	6.67	1.12.87 P
8½% Queensland Alu. 70/85	96.25	8 83	9.75	4.58	1.11.76—85S
5¾% Rautaruukki 78/88 (G)	80.50	7.14	11.13	4.89	1. 4.84—88D
7¼% Reed. Paper 73/88	90.00	8 06	9.30	6.75	1. 1.79—88S
7½% Renault 80/83 PP	89.59	8.38	10 57	4.42	1. 9.85
8½% Renfe 76/82 (G)	96.30	8.83	11.77	1.25	1. 7.82
8% Renfe 77/84 (G)	93.50	8.56	10.64	3.00	1. 4.84

WestLB Euro-Deutschmarkbond Yield Index

March 31, 1981: 10.37% (February 27, 1981: 10.79%)

Issue	Middle Price	Current Yield	Yield to Maturity*	Life*	Repayment
7% Renfe 79/87 (G)	82.25	8.51	11.12	6.17	1. 6.87
9% Rep. Chile 80/86	96.00	9.38	9.98	5 33	1. 8.86
5¾% Ricoh Comp. 78/83	88.00	5.97	11.30	2.33	1. 8.83
7¾% Roy Bk. of Canada 80/90	88.25	8.78	9.71	9.33	1. 8.90
6¾% Roy Lease 79/84 PP	91.25	7.40	9.79	3.50	1.10.84
7¾% SAAB 71/86	94.15	8.23	9.40	5.17	1. 6.77—86S
7½% Saga Petrokjemi 77/87 PP	90.00	8.33	9.69	6.25	1. 7.83—87S
7½% Sandvik 72/87	91.00	8.24	10.98	3.18	1. 2.78—87D
9¼% Sandvik 75/83	97.50	9 49	10.78	1.83	1. 2.83
7% Sanko Steamship 77/84	91.15	7.68	10.77	2.83	1. 2.84
8¼% Seiyu Stores 80/86	92.00	8.97	10.40	4.92	1. 3.86
6½% Shell Int'l. 72/87	93.00	6.99	8.01	6.00	1. 4.78—87S

ISSUED/ EST. O/S (MN)	YEAR OF ISSUE/ ISSUE PRICE	BORROWER/ COUPON/MATURITY	BOND PRICE/ SHARE PRICE	CUR. BOND YLD/ CUR. SHARE YLD	PREMIUM/ DISCOUNT/ FIRST S.F DATE
		CONVERTIBLES-SWEDEN (CONTINUED)			
25 / 14.0	1979 / 100.00	ESSELTE 7.75 15/ 5/1989	85 / 138	9.12 / 3.67	2.96
25 / 25.0	1977 / 100.00	SANDVIK 6.25 15/ 3/1988	107 3/8 / 227	5.82 / 1.55	-5.71
		CONVERTIBLES-SWITZERLAND			
60 / 60.0	1969 / 100.00	ALUSUISSE INT 4.75 1/ 3/1987	75 5/8 / 564.52	6.28	14.40
80 / 80.0	1980* / 100.00	ALUSUISSE CAPITAL LTD 6.50 15/ 1/1993	77 / 89	8.44	-1.02
54 / 54.0	1978 / 100.00	BBC BROWN, BOVERI & CO 4.25 31/12/1993	68 5/8 / 252	6.22 / 1.58	-11.00
100 / 99.9	1979 / 100.00	CIBA-GEIGY O/S FIN 4.00 1/ 7/1994	68 3/4 / 879.20	5.66 / .30	4.79
100 / 100.0	1976 / 100.00	CREDIT SUISSE (BAHAMAS) 4.25 31/12/1991	126 1/2 / 1222.63	3.36 / 6.54	3.95
100 / 100.0	1979 / 100.00	CREDIT SUISSE (BAHAMAS) 4.75 31/12/1993	99 1/4 / 1222.62	4.79 / 6.54	3.74
24 / 23.9	1978 / 100.00	INTERSHOP O/S FIN 5.25 1/10/1990	79 3/8 / 372 1/2	6.61	DP1984
41 / 41.2	1980* / 100.00	PARIBAS SUISSE (BAHAMAS) 6.25 31/12/1990	87 / 197.7	7.18 / 1.53	7.81
65 / 65.0	1976 / 100.00	SANDOZ OVERSEAS 4.75 31/12/1988	90 / 2826.35	5.23 / .09	22.22
120 / 120.0	1980* / 100.00	SWISS BANK CORP (O'SEAS) 6.25 31/12/1990	84 / 150.36	7.44 / 2.30	31.73
120 / 94.3	1977 / 100.00	UNION BANK SWITZ(LUX) 4.50 15/ 5/1987	144 1/2 / 1737.77	5.11 / .17	-6.62
166 / 59.2	1976 / 100.00	UNION BANK SWITZ(LUX) 5.00 15/ 5/1981	135 1/2 / 1737.77	3.69 / .17	-9.61
115 / 115.0	1979 / 100.00	UNION BANK SWITZ(PANAMA) 5.00 15/ 5/1989	82 1/2 / 117	5.99	-13.31
		CONVERTIBLES-U.K.			
25	1977	BABCOCK NEDERLAND	100	7.00	-14.75
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
75 / 29.1	1972 / 100.00	BROADWAY-HALE STORES 4.75 15/ 6/1987	72 / 19 1/2	6.60 / 30.51	53.23
		CONVERTIBLES-U.S. (CONTINUED)			
25 / 25.0	1973 / 100.00	CARNATION 4.00 14/ 1/1988	63 7/8 / 29	5.81 / 21.66	23.56
6 / 7.5	1969 / 100.00	CARRIER O/S 6.00 1/12/1989 S	85 / 25 7/8	7.18 / 9.86	-4.72 DP1979
50 / 50.0	1979 / 100.00	CHARTER INTL FIN 9.25 1/10/1994	55 1/2 / 12 1/2	14.66 / 64.00	116.45
12 / 7.5	1968 / 100.00	CHESEBROUGH-POND'S INT 4.75 31/12/1983	231 3/8 / 33 3/4	3.62 / 13.33	-6.53 DP1977
25 / 21.2	1969 / 100.00	CHESEBROUGH-PONDS INT 6.25 15/12/1984	120 5/8 / 33 3/4	5.18 / 13.33	-4.39 DP1977
50 / 13.6	1968 / 100.00	CHEVRON OIL O/S 5.00 1/ 2/1988	255 3/8 / 41	1.96 / 11.90	-3.25 DP1979
60 / 34.0	1968 / 100.00	CHRYSLER O/S CAP 5.00 1/ 2/1988 S	48 / 6 3/4	10.69	DP1979
60 / 60.0	1968 / 100.00	CHRYSLER O/S CAP 4.75 15/ 5/1988 S	45 / 6 3/4	10.83	DP1979
12 / 10.8	1963 / 100.00	CNG INT CAP 5.75 1/12/1988 S	18	34.50	1979
30 / 30.9	1978 / 100.00	COCA-COLA BOTTLING 6.75 15/ 8/1993	101 3/4 / 9.63	6.63 / 17.24	-4.91
30 / 30.0	1969 / 100.00	COMMONWEALTH O/S 5.75 1/ 2/1984 S	2		1976
25 / 25.0	1968 / 100.00	CONTINENTAL TELEPHONE 5.50 1/ 3/1988	79 3/4 / 16.88	6.90 / 58.83	14.38 DP1979
15 / 14.0	1969 / 100.00	CONTROL DATA INT 5.00 1/ 4/1988	76 1/2 / 68.88	6.54 / 1.90	34.20 DP1983
50 / 30.0	1980* / 100.00	CROCKER FINANCE 8.75 15/12/1995	87 3/8 / 28	9.99 / 4.61	14.35
20 / 2.0	1962 / 100.00	CUMMINS INT FIN 5.00 1/ 8/1983 S	116 / 46 1/4	4.36 / 7.73	-13.07 DP1979
15 / 13.0	1971 / 100.00	CUMMINS INT FIN 6.25 1/10/1986 S	87 7/8 / 48 1/4	7.24 / 7.73	-.74
20 / 20.0	1972 / 100.00	DANA 5.25 1/12/1987	60 1/2 / 10.13	8.68 / 19.55	
20	1972	DART INDUSTRIES	80 1/2	5.90	26.25
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
16 / 15.0	1968 / 100.00	INT STANDARD ELECTRIC 5.25 1/12/1988	68 1/2 / 32.63	7.66 / 24.43	37.05
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
50 / 50.0	1972 / 100.00	SQUIBB INT FIN 4.25 15/ 6/1987	76 7/8 / 32 3/4	5.53 / 11.18	33.80
30 / 30.0	1973 / 100.00	WARNER-LAMBERT 4.25 1/ 4/1988	61 3/4 / 22.38	6.88 / 26.36	69.59
40 / 40.0	1972 / 100.00	WARNER-LAMBERT 4.50 1/ 4/1987	70 7/8 / 22.38	6.35 / 26.36	52.01
20 / 7.5	1968 / 100.00	WARNER-LAMBERT 4.50 1/ 8/1988 S	70 1/4 / 22.38	6.51 / 26.36	-3.97
75 / 75.0	1973 / 100.00	XEROX CORPORATION 5.00 1/12/1988	66 7/8 / 56.63	7.48 / 9.36	74.77
20 / 20.0	1980* / 100.00	XEROX INT FIN 8.25 15/12/1995	95 7/8 / 26	8.60	6.94

AIBD PUBLICATION DATES 1981

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It will be published on the following dates in the remainder of 1981.

Thursday 14th May
Wednesday 10th June
Monday 13th July
Thursday 13th August
Mon. 14th September
Thursday 15th October
Wed. 11th November
Tues. 15th December

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WestLB Euro-Deutschmarkbond Quotations (Continued)

Issue	Middle Price	Current Yield	Yield to Maturity*	Life*	Repayment D=mandatory drawing by lot at par S=sinking fund P=purchase fund
6% Spain 78/88	78.25	7.67	10.50	7.08	1. 5.88
6% Sparbank Oslo 78/90 PP	82.25	7.29	10.96	4.78	16. 5.81—80D
7¾% *Standard Imp. & Exp. 78/82 PP*	95.25	8.14	11.72	1.33	1. 8.82
6½% Stand. Chart. Bank 78/88	83.25	7.81	10.02	6.75	1. 1.88
6% Statoil 78/88 (G)	81.25	7.38	9.64	7.42	1. 9.84—88S
6½% Statoil 79/89 (G)	84.65	7.68	9.32	7.92	1. 3.86—89S
7% Statsfoeretag 77/85	91.50	7.65	11.30	2.35	1. 3.82—85D
8¾% Stockholm County 75/87	96.25	9.09	10.12	3.36	1. 4.79—87D
8½% Sumitomo Metal 75/82	97.25	8.74	10.90	1.25	1. 7.82
7½% Sun Oil Int. Fin. 73/88	93.75	8.00	8.67	7.33	1. 8.79—88S
7¼% Svenska Cell 73/88	91.00	7.97	9.07	6.83	1. 2.79—88S
6¾% Sveriges Inv. Bank 72/87	91.00	7.42	8.76	5.92	1. 3.78—87S
7% Sveriges Inv. Bank 73/88	89.50	7.82	9.11	6.92	1. 3.79—88S
8½% Sveriges Inv. Bank 75/83	98.50	8.63	9.27	2.17	1. 6.80—83S
6½% Sweden 77/84	90.75	7.16	10.13	3.08	1. 5.84
6% Sweden 77/89	80.00	7.50	9.48	8.67	1.12.83—89S
7¾% Sweden 79/89	88.15	8.79	9.91	8.25	1. 7.89
7½% Sweden 79/89 PP	84.00	8.93	10.45	8.33	1. 8.89
8% Sweden 80/87 PP	90.50	8.84	10.22	5.87	16. 2.87
9¾% Sweden 80/87	100.25	9.73	9.69	6.00	1. 4.87
9% Sweden 80/87 PP	96.00	9.38	9.89	6.12	15. 5.87
9¼% Sweden 80/87 PP	96.00	9.64	10.09	6.58	1.11.87
7¾% Sweden 80/90	87.50	9.00	9.97	9.42	1. 9.90
9½% Swedish Export 80/87	99.00	9.60	9.68	6.67	1.12.84—87S
8½% Tauernautobahn 74/81 (G)	89.25	9.67	12.28	0.25	due 1. 7.81
9% *Tauernautobahn 75/82 PP (G)*	98.50	9.14	10.76	0.92	1. 3.82
9% Tauernautobahn 75/83 PP (G)	96.75	9.30	10.95	1.92	1. 3.83
5½% Tauernautobahn 78/93 (G)	75.50	7.28	8.91	12.00	1. 4.84—93S
8½% Tauernautobahn 80/90 (G) PP	90.00	9.44	10.17	9.54	16.10.90
7% Tauernkraftwerke 68/83 (G)	97.75	7.16	9.92	1.32	1. 2.74—83D
6½% Tauernkraftwerke 68/83 (G)	98.10	6.63	7.50	2.42	1. 9.74—83S
8% Tenpfinco 73/93	89.50	8.94	9.45	12.58	1.11.82—93S
9½% *Tenpfinco 75/82 PP*	98.25	9.67	11.57	0.92	1. 3.82
6¼% Thailand 78/83 PP	92.25	6.78	10.76	2.00	1. 4.83
8½% Thyssen Car. Fin. 75/82 PP	98.25	8.65	10.43	1.00	1. 4.82
8¼% *Thyssen Car. Fin. 75/82 PP*	97.25	8.48	10.64	1.25	1. 7.82
7¼% Tokyo El. Power 69/84	94.25	7.69	10.62	2.10	1.12.75—84D
6½% Tokyo El. Power 79/85	89.50	7.26	9.73	4.08	1. 5.85
5½% *Toyo Rubber 78/83 PP*	87.75	6.27	11.37	2.50	1.10.83
6½% Traf. House Fin. 72/87	88.75	7.32	8.83	6.50	1.10.78—87S
6% Trinidad & Tobago 78/83	89.50	6.70	12.23	2.00	1. 4.83
6¾% *Trondheim 68/83*	95.00	7.11	9.09	2.67	1.12.72—83S
5¾% Trondheim 78/88	79.75	7.21	10.48	5.97	1. 4.86—88D
7½% T R W Int. Fin. 69/84	94.25	7.96	9.89	3.50	1.10.75—84S
6% T V O Power 78/88 (G)	80.00	7.50	10.20	6.83	1. 2.84—88S
5¾% UDS Group 78/83	88.25	6.52	11.56	2.42	1. 9.83
9¾% Unilever 74/81 PP	99.75	9.77	9.99	0.67	1.12.81
8½% Unilever 75/87	97.50	8.72	9.05	6.08	1. 5.81—87S
6½% Union Bank Finland 78/88	80.75	8.05	10.22	7.71	16. 12.84—88S
5¾% Uniroyal 78/84 PP	77.00	7.47	14.97	3.33	1. 8.84
6¾% Unit. Arab. Emirats 77/82 PP	95.25	7.09	11.65	1.08	30. 4.82
7% Venezuela 68/83	94.85	7.38	9.58	2.50	1.10.74—83S
6% Venezuela 78/88	78.00	7.69	11.16	6.92	1. 3.84—88S
6½% Venezuela 78/90	74.50	8.72	10.91	9.58	1.11.86—90S
9¾% Venezuela 80/90	95.00	10.26	10.59	9.57	1.11.86—90
7% Vienna 68/83	98.00	7.14	8.18	2.17	1. 6.74—83S
8¼% Vienna 75/84	96.00	8.59	10.79	1.77	1. 8.79—84D
5¾% Vienna 77/84 PP	87.00	6.61	10.11	3.71	15.12.84
8½% Voest-Alpine 73/88	96.25	8.83	9.20	7.50	1.10.79—88S
8½% Voest-Alpine 75/85	95.75	8.88	10.42	2.60	1. 6.81—85D
6¾% Voest-Alpine 77/89	85.50	7.89	10.31	5.52	1. 8.84—89D
6½% Wells Fargo ex w. 73/88	83.50	7.78	9.65	7.58	1.11.79—88S
8¾% Westland-Utrecht 80/85 PP	93.75	9.33	10.78	3.92	1. 3.85
9% Westland-Utrecht 80/87 PP	92.25	9.76	10.67	6.58	1.11.87
5½% Worldbank 65/85	97.25	5.66	6.39	4.00	1. 4.71—85S
6½% Worldbank 68/84 PP	93.50	6.95	10.80	1.72	2. 1.77—84D
6½% Worldbank 69/84	93.00	6.99	10.49	2.13	1. 6.75—84D
6½% Worldbank 69/84 PP	93.50	6.95	10.80	1.72	2. 1.77—84D
6% Worldbank 69/84 PP	92.25	6.50	10.57	1.87	1. 4.77—84D
8% Worldbank 70/86	94.50	8.47	10.45	2.65	1. 1.77—86D
7½% Worldbank 71/86 I	92.50	8.11	10.46	3.07	1. 6.77—86D
7½% Worldbank 71/86 II	92.65	8.09	10.43	3.02	1.12.77—86D
6½% Worldbank 72/82	96.15	6.76	9.87	1.25	1. 7.82
6¾% Worldbank 72/87	90.25	7.48	10.41	3.27	1. 3.78—87D
6¾% Worldbank 73/83	94.50	7.14	10.16	1.83	1. 2.83
6¾% Worldbank 73/88	87.50	7.29	10.44	3.89	1. 5.79—88D
8¼% *Worldbank 75/82 PP*	97.00	8.51	11.07	1.17	1. 8.82
8% Worldbank 75/82	97.75	8.18	9.47	1.67	1.12.82
8¼% Worldbank 75/83	97.20	8.49	9.66	2.25	1. 7.83
8% *Worldbank 76/82 PP*	96.25	8.31	11.10	1.33	1. 8.82
7¾% Worldbank 76/82 PP	96.00	8.07	10.70	1.50	1.10.82
7½% Worldbank 76/83	95.30	7.87	10.10	2.08	1. 5.83
7¾% Worldbank 76/83	95.00	8.16	10.07	2.50	1.10.83
6¾% Worldbank 76/83 PP	91.75	7.36	10.42	2.67	1.12.83
8% Worldbank 76/84	96.50	8.29	9.44	2.83	1. 2.84
5½% Worldbank 77/82 PP	93.00	5.91	10.90	1.46	15. 9.82
7% Worldbank 77/85 PP	89.25	7.84	10.48	3.92	1. 3.85
6½% Worldbank 77/85 PP	86.50	7.51	10.75	4.08	1. 5.85
6% Worldbank 77/85	86.25	6.95	9.95	4.46	15. 9.85
7% Worldbank 77/87	89.00	7.87	9.56	5.75	1. 1.87
6½% Worldbank 77/87	84.75	7.67	9.96	6.08	1. 5.87
5¾% Worldbank 78/84	88.25	6.52	10.05	3.33	1. 8.84
6% Worldbank 78/88	79.35	7.56	10.11	7.33	1. 8.88
6¼% Worldbank 78/88	80.90	7.73	9.91	7.67	1.12.88
5¾% Worldbank 78/90	77.35	7.43	10.32	7.27	1. 2.87 90D
7% Worldbank 79/85 PP	87.00	8.05	10.90	4.33	1. 8.85
7¼% Worldbank 79/87 PP	85.25	8.36	10.40	6.33	1. 8.87
7¾% Worldbank 79/91	87.75	8.83	9.88	10.25	1. 7.91
10% *Worldbank 80/86*	103.00	9.71	9.23	5.08	1. 5.86
8½% Worldbank 80/88 PP	90.00	9.44	10.55	7.17	1. 6.88
9% Worldbank 80/88 PP	96.00	9.38	9.80	7.08	1. 5.88
7⅞% Worldbank 80/90	88.50	8.90	9.89	8.75	1. 1.90
7⅞% Worldbank 80/90 II PP	88.00	8.95	9.98	8.75	1. 1.90
10% Worldbank 80/90	101.25	9.88	9.78	9.08	1. 5.90
8% Worldbank 80/90	88.60	9.03	9.91	9.33	1. 8.90
7¾% Worldbank 80/88 PP	88.25	8.78	10.08	7.33	1. 8.88
9¼% Worldbank 81/91	98.60	9.38	9.46	9.75	1. 1.91
6¾% Yokohama 68/83 (G)	97.50	6.92	8.06	2.42	1. 9.72—83S
7% Yokohama 69/84 (G)	97.75	7.16	7.90	3.50	30. 9.73—84S
8% Yokohama 71/86 (G)	97.75	8.18	8.52	5.33	1. 8.77—86S
8% Yugosl. Inv. Bank 77/84 PP	93.75	8.53	10.08	3.71	15.12.79—84S

AIBD
EXPLANATORY NOTES AND ABBREVIATIONS

SPECIAL REFERENCES

1. General—attached to name of borrower

D = Domestic Management Group
L = Bondholders option to redeem loan prior to maturity or to extend maturity
P = Private or semi-private placement
MC = Principal/Interest payable in more than two currencies
W = Withholding taxes (with percentage rate %)
WW = With warrants
XW = Ex warrants

2. £/DM Issues

The figures shown are the fixed £/DM parities which prevail over the lives of the issues.

3. Floating rate issues

The figures given are the minimum coupon rate: % margin above LIBOR.

4. Attached to maturity description

S = *Semi-annual payments*
Q = Quarterly payments

5. Convertible issues

The share price is always denominated in the same currency as the conversion price. Please note that where the premium exceeds 200% no fig. is shown in premium/discount column.

The following convertible bonds are subject to convertibility into the *indicated stocks.*

NAME OF BOND			CONVERTIBLE INTO
American Tobacco Int.	5¾	1988	American Brands Inc.
Asia Navigation Int.	6½	1989	East Asia Navigation Co.
Bankers Int. (Lux.)	5	1988	Bankers Trust New York
Broadway—Hale Stores	4¾	1987	Carter Hawley Hale
Burmah Oil	5½	1988	Shell Transport & Trading
Chevron Oil O/S	5	1988	Standard Oil of California
Dart Industries	4¾	1987	Minnesota Mining & Manufacturing
Inter-Continental Hotels	7	1988	Pan-Am World Airways
Int. Standard Elec.	5	1988	International Tel & Tel
Int. Standard Elec.	5¼	1988	International Tel & Tel
Int. Standard Elec	6¼	1989	International Tel & Tel
ISE *Finance Holding*	4½	1985	International Tel & Tel
Leasco Int.	5	1989	International Tel & Tel
Levin-Townsend Int. Fin.	5	1988	Rockwood Computer
Norwich OS	4¾	*1983*	*Morton-Norwich Products*
Owens-Illinois	4½	1987	Owens-Corning Fibreglass
Plywood Champion Int.	5½	1983	Champion Int.

The following international convertible issues have fixed rates of currency conversion

COUNTRY	ISSUE/COUPON/MATURITY			EXCHANGE RATE	
DENMARK	*Novo Industri*	7	1989	D.Kr.5.344	= $1
FRANCE	Michelin Int. Dev.	6	1985	F.Fr.5.554	= $1
HONG KONG	Asia Navigation Int.	6½	1989	$HK5.07	= $1
ISRAEL	Leumi Int. Inv.	7	1984	£1 10.1026	= $1
JAPAN	Asahi Chemical	6¾	1990	Yen 303.0	= $1
	Asahi Optical	6	1992	Yen 282.0	= $1
	Asahi Optical	7	1994	Yen 222.13	= $1
	Asics	5¾	*1993*	*Yen 215.0*	*= $1*
	Canon Inc.	6¾	1994	Yen 216.45	= $1
	Dai Nippon Printing	6¾	1986	Yen 360.0	= $1
	Daiei Inc.	6	1991	Yen 300.0	= $1
	Daiei Inc.	6½	*1994*	*Yen 224.3*	= $1
	Daiwa House Ind.	7¾	1991	Yen 301.0	= $1
	Hitachi Ltd.	6¾	1984	Yen 360.0	= $1
	Hokushin Electric	6¾	1992	Yen 248.0	= $1
	Honda	5½	1989	Yen 201.80	= $1
	Ito-Kokado	5¾	1993	Yen 213.5	= $1
	Ito-Kokado	6	1992	Yen 272.0	= $1
	Jusco	6	1992	Yen 227.4	= $1
	Kao Soap	6	1992	Yen 266.0	= $1
	Komatsu Manl.	6¾	1984	Yen 360.0	= $1
	Komatsu Ltd.	7¾	1990	Yen 294.2	= $1
	Kubota	6¾	*1991*	*Yen 303.0*	= $1
	Marui	6½	1991	Yen 299.0	= $1
	Matsushita Elec.	6¾	1990	Yen 303.0	= $1
	Meidensha	11	1994	Yen 223.82	= $1
	Mitsubishi Elec.	7	1985	Yen 360.0	= $1
	Mitsubishi Gas Chem.	6	1992	Yen 272.0	= $1
	Mitsubishi Heavy Ind.	6½	1991	Yen 305.56	= $1
	Mitsubishi Corp.	5	1992	Yen 267.0	= $1
	Mitsubishi Corp.	7½	1990	Yen 293.0	= $1
	Mitsubishi Corp.	6¾	1991	Yen 301.0	= $1
	Mitsubishi Corp.	7¾	1994	Yen 224.74	= $1
	Mitsui & Co.	7¾	1990	Yen 298.0	= $1
	Mitsui & Co.	8¾	1989	Yen 299.0	= $1
	Mitsui Real Estate	6	1992	Yen 267.8	= $1
	Nippon Seiko	7¾	1994	Yen 224.48	= $1
	Nitto Elec. Ind.	6	1992	Yen 264.13	= $1
	Nitto Elec.	6	1994	Yen 219.64	= $1
	Ricoh	6¾	1991	Yen 295.0	= $1
	Sanyo Electric	6¾	1991	Yen 293.56	= $1
	Sanyo Electric	7½	1990	Yen 302.17	= $1
	Settsu Paperboard	6¾	1992	Yen 243.0	= $1
	Sumitomo Elec.	6	1992	Yen 267.0	= $1
	Sumitomo Metal	6	1992	Yen 287.5	= $1
	Takeda Chemical	6	1984	Yen 360.0	= $1
	Takuni Dept. Store	6	1992	Yen 266.0	= $1
	Toshiba	6¾	1992	Yen 254.0	= $1
	Toshiba	6¾	1990	Yen 295.8	= $1
	Toshiba	7¾	1994	Yen 226.45	= $1
NETHERLANDS	Ennia	7¾	1992	D.Fl.2.4565	= $1
	All other issues			D.Fl.3.60	= $1
SINGAPORE	Dev. Bank of Singapore	6½	1991	S$2.44	= $1
	United Overseas Bank	6½	1988	S$2.32	= $1
SOUTH AFRICA	Rand Selection Corp.	6½	1986	RD0.7143	= $1
SWEDEN	Aga	7¾	1989	SwKr4.31125	= $1
	Esselte	7¾	1989	SwKr4.35875	= $1
	Sandvik	6¾	1988	SwKr4.7825	= $1
UK	*Babcock Nederland*	7	1991	£0.574	= $1
	Beecham Fin.	6¾	1992	£0.574	= $1
	Boots	6¾	1993	£0.529	= $1
	Burmah Oil	5½	1988	£0.417	= $1
	Burton B.V.	5¾	1982	FFr.11.88225	= $14
	Compair (UK)	8½	1987	£0.582	= $1
	ICI Int. Fin.	6¾	1997	£0.574	= $1
	Inchcape (Bermuda)	6¾	*1992*	*£0.582*	*= $1*
	Rank Organisation	4¾	1993	£0.425	= $1
	Slater Walker	5¾	1987	£0.385	= $1
	Thorn Int. Fin.	7	1988	£0.530	= $1

Union Bank of Switzerland (Lux.) 5% 1981 differs from other convertibles in that the bonds are denominated US$1350 and each bond is *convertible* into 1 Bearer share of S.Fr.500 nominal value of UBS.

Credit Suisse (Bahamas) 4¾ 1991 differs from other convertibles in that the bond is denominated US$1000 and each bond is convertible into 1 Bearer Share of S.Fr.500 nominal value of Credit Suisse.

The following convertible issues have conversion rights which expire prior to maturity.

NAME OF BOND		MATURITY	CONVERSION RIGHTS EXPIRE
Asahi Chemical	6¾	30/9/1990	15/9/1990
Dai Nippon Ptg.	6¾	31/5/1986	30/4/1986
Hitachi	6¾	30/9/1984	31/8/1984
Mitsubishi Elec.	7	31/3/1985	28/2/1985
Rand Selection	6½	1/3/1986	31/1/1986
Takeda Chem.	6	31/3/1984	28/2/1984
Toshiba	6¾	30/9/1990	15/9/1990

6. Denomination of non-dollar bonds

Euro-guilders — all denominated	Fl. 10,000
French Francs — all denominated with the exception of	FFr. 5,000
Aerospatiale	FFr. 10,000
European Coal & Steel 7% 1980	FFr. 10,000
European Coal & Steel 7½% 1991	FFr. 10,000
Francaise de Petroles — BP	*FFr. 10,000*
Philips Lamps 10¼% 1980	FFr. 50,000
Roussel — Uclaf	FFr. 10,000
SOPAD	FFr. 50,000
STERLING-DEUTSCHE MARKS	
Enso Gutzeit 6½% 1980	£100; £500
ICI 8% 1986	£500
Ireland 7% 1981	£500; £500
Ireland 7% 1988	£500
Met. Estates 6¾% 1987	£500
New Zealand 6½% 1982	£90; £450
Rothmans Int. 6¾% 1992	£500
Sira Kvina 7¼% 1983	£100; £500
Turin 6½% 1984	£100; £500
US Rubber 6% 1989	*£100; £500*

7. Yield calculations

All yields are calculated on annual rates e.g. a 10% bond standing at par, paying interest once p.a. will have a current and maturity yield of 10%. A 10% bond paying semi-annually would yield 10.25%. *Market practice demands that the current yield on $ floating rate bonds* is calculated as coupon/price.

8.

These securities have not been registered under the Securities Act of 1933 and may not be offered or sold directly or indirectly in the United States, its territories or possessions, or to nationals or residents thereof.

The information is from reports from official and other sources which we consider reliable, but adequate means of checking its accuracy *are not available and we do not guarantee that the information contained herein* is accurate or complete.

9. Other notes

The amounts shown as remaining outstanding are estimated by applying the scheduled sinking fund instalments. These are further adjusted where a non-cumulative option to double sinking fund payments has been exercised.

Yields are calculated in accordance with Rule 803 of Statutes, By-Laws, Rules and Recommendations of the AIBD using compound interest *throughout. Negative yields are not shown.*

The maturity, average life and first call yields are adjusted to a 360 day annual rate.

Yield to next call is shown on the basis that the borrower gives notice that he wishes to call the bond as soon as possible after the date of publication of this list.

Unit of account bonds

The new units of account formula applies to issues from 1973 onwards and the old formula to issues in or prior to 1972.

All payments of interest and capital of EUA bonds are made on the basis of the strongest reference currency, which means that the bondholder receives the equivalent in his own currency of the EUA/ *strongest reference currency parity prevailing at the time of payment.* The EUA can thus at any given time be identified with the strongest reference currency. For convenience sake, however, bonds are quoted on the secondary market on the basis of the EUA/DM parity prevailing at the time of quotation. In order to be correct, yields for EUA bonds should be calculated on the basis of the strongest reference currency. For this purpose the price in DM is converted into the price in the strongest *reference currency, taking into account the* premium (if any) of the strongest reference currency against the DM. It is on the thus reduced price that the yield calculations are made.

INVESTMENT FUNDS

The following funds include Eurobond issues within their portfolios

Quotations & yields as at 31st March, 1981

SOCIETE GENERAL De BANQUE
BANQUE GENERALE Du LUXEMBOURG

Funds	31/3/81 Price	First Issue Price	Yield %	Div. Date	1/4/80 High	31/3/81 Low	1/4/80 High	31/3/81 Low
Rentinvest	LuxFr 802	LuxFr 1000	9.22	20/11/80	LuxFr 802	LuxFr 727	LuxFr 918	LuxFr 727
Capital Rentinvest	LuxFr 1585	LuxFr 1000		(F71) (Capitalisation)	LuxFr 1585	LuxFr 1321	LuxFr 1585	LuxFr 1305

AIBD The Association of International Bond Dealers

MARKET MAKERS

REGION 1 - BELGIUM

Dewaay, Sebille, Servais
Kredietbank N.V.

REGION 2 - FRANCE

Banque Arabe et Internationale d'Investissement (B.A.I.I.)
Banque de l'Union Européenne
Banque Nationale de Paris
Credit Commercial de France Paris
Credit Lyonnais
Banque NMB-Interunion

REGION 3 - GERMANY/AUSTRIA

Commerzbank AG
Deutsche Bank AG
Dresdner Bank AG
Westdeutsche Landesbank Girozentrale
Creditanstalt Bankverein
Girozentrale und Bank der österreichischen Sparkassen AG

REGION 4 - ITALY

Banca Commerciale Italiana Milan
Banco Ambrosiano S.p.A.
Banco di Roma
Credito Italiano
Istituto Bancario Italiano
Istituto Bancario San Paolo di Torino

REGION 5 - LUXEMBOURG

Banque Générale du Luxembourg S.A.
Banque International à Luxembourg S.A.
Bayerische Landesbank International S.A.
Dewaay Luxembourg S.A.
Kredietbank S.A. Luxembourgeoise
Swiss Bank Corporation (Luxembourg)

REGION 6 - NETHERLANDS

H. Albert de Bary & Co. N.V.
Algemene Bank Nederland N.V.
Amsterdam-Rotterdam Bank N.V.
Bank Mees & Hope
Barclays Kol & Co. N.V.
Centrale Rabobank Utrecht
Bank Van der Hoop, Offers N.V.
Bank Morgan Labouchere N.V.
F. van Lanschot
Nederlandsche Middenstandsbank N.V.
Nederlandse Credietbank N.V.
Pierson, Heldring & Pierson
Slavenburg, Oyens & Van Eeghen N.V.

REGION 7 - NORDIC

Bank of Helsinki Ltd. (Helsingfors Aktiebank)
Bergen Bank
Christiania Bank og Kreditkasse
Den norske Creditbank
Den Danske Bank of 1871 Aktieselskab
R. Henriques jr. Bank-Aktieselskab
Kansallis-Osake-Pankki
Kjöbenhavns Handelsbank
Postipankki
Privatbanken Aktieselskab
Skandinaviska Enskilda Banken
Skopbank
Sparekassen SDS
Union Bank of Finland (Nordiska Föreningsbanken (AB)
Union Bank of Norway

REGION 8 - SWITZERLAND

Bondpartners S.A.
Credit Suisse/Swiss Credit Bank
Swiss Bank Corporation
Union Bank of Switzerland

REGION 9 - UNITED KINGDOM

Akroyd & Smithers Ltd.
Bache Halsey Stuart Shields
Bank of America International Ltd.
Bankers Trust International Ltd.
Blyth Eastman Paine Webber Ltd.
Chase Manhattan Ltd.
Chemical Bank International Ltd.
C.I.B.C. Ltd.
Citicorp International Bank Ltd.
Continental Illinois Ltd.
Credit Suisse First Boston Ltd.
Daiwa Europe N.V.
Dean Witter Reynolds Overseas Ltd.
Deltec Trading Company Ltd.
Credit Commercial de France (Securities) Ltd.
Cresvale International
Dillon, Read Overseas Corporation
Dominion Securities Ltd.
European Banking Company Ltd.
First Chicago Ltd.
Goldman Sachs *International Corp.*
Robert Fleming & Co.
Hambros Bank Ltd.
IBJ International Ltd.
Kidder Peabody Securities Ltd.
Kuhn, Loeb Lehman Brothers International
London & Continental Bankers Ltd.
Lloyds Bank *International Ltd.*
Manufacturers Hanover Ltd.
McLeod, Young, Weir International Ltd.
Merrill Lynch, Pierce, Fenner and Smith (Brokers & Dealers) Ltd.
Midland Doherty Ltd.
Morgan Guaranty Ltd.
Morgan Stanley International
New Japan Securities *Europe Ltd.*
The Nikko Securities Co. (Europe) Ltd.
Nomura Europe N.V.
Orion Bank Ltd.
Pinchin, Denny & Co.
Ross & Partners
Salomon Brothers International Ltd.
Samuel Montagu & Co. Ltd.
Scandinavian Bank Ltd.
Smith Barney, Harris, Upham & Co. Inc.
Societe Generale Strauss *Turnbull Ltd*
Sumitomo Finance International
Vickers, da Costa & Co. *Ltd.*
S. G. Warburg & Co. *Ltd.*
Wedd Durlacher Mordaunt and Co.
Westdeutsche Landesbank Girozentrale
White Weld Securities
Wood Gundy Ltd.
Yamaichi International (Europe) Ltd.

REGION 10 - UNITED STATES

Arnhold and S. Bleichroder Inc.
Bear Stearns & Co.
Drexel Burnham Lambert Inc.
Kidder, Peabody & Co. Inc.
Lehman Bros. Kuhn, Loeb Inc.
Lazard Freres & Co.
Merrill Lynch, Pierce Fenner Smith Inc.
Salomon Brothers
Atlantic Capital Corporation

REGION 11 - MIDDLE EAST

The Arab Co. for Trading Securities S.A.K.
National Bank of Abu Dhabi

THE MANAGEMENT PAGE

EDITED BY CHRISTOPHER LORENZ

Management abstracts

These summaries are condensed from the abstracting journals published by Anbar Management Publications. Licensed copies of the original articles may be obtained at £2.50 each (inc. VAT and p+p; cash with order) from Anbar, PO Box 23, Wembley, HA9 8DJ.

Do we really need Accounting and Auditing Standards? H. Falk in CA Magazine (Canada), Oct 80: p.40 (6 pages)

Looks for evidence of benefits from standards-setting; suggests that what evidence there is indicates that standards may not encourage stock market efficiency, may not be in the best interests of the profession or business, are costly to apply, and may not be understood by either accountants or users of financial information.

Those Illusory Cash Flows. J. K. Lepkowski in Management Accounting (UK), Nov 80: p.26 (2½ pages, charts, table)

Demonstrates the adverse effect of inflation on cash flow even where price increases maintain the gross profit margin; explains why this impact on working capital must be taken into account in a capital investment appraisal.

Ford's Foremen: Selection and Training. R. Shepherd in Personnel Management (UK), Dec. 80: p. 20 (5 pages, illus)

Describes Ford Motor Company's methods of selecting and training supervisors; reports on the introduction of assessment centres for shopfloor applicants, and notes how they have been received by attendees and management: discusses aspects of the training scheme which stresses project work.

The Business of Listening. J. L. DiGaetani in Business Horizons (USA), Oct. 80: p. 40 (7 pages)

Contends that good listening is rare, and outlines its benefits in business communications; categories listening as social and critical, identifies characteristics of each, lists types of poor listener, and offers advice for improvement.

Organisational Structures in *European Multinationals*. J. Picard in Columbia Journal of World Business (USA), Spring 80: p. 30 (6 pages, tables)

Explores the organisational structure and management styles used to achieve coordination *between U.S.* subsidiaries and their European parents: finds a variety of arrangements, and reports that the main complaints of the subsidiary managers are that the parents—especially British and French ones — behave like colonial powers, they have little opportunity to meet the management of sister companies, middle management of the parent companies tend to be insular and to have little understanding of the U.S. scene.

A diversification drive for ready-mixed profits

Ray Maughan plots the acquisition strategy of RMC

Peter Young with RMC's expensive slow-starter: the Thorpe Leisure Park

TEN years ago a leading *British* company began its first large-scale diversification project. It is still looking for the initial pay-off.

The decision of RMC—or Ready Mixed Concrete to give it its full name—to build a leisure "theme park" at *Thorpe, near Chertsey in* Surrey, marked the problematic beginnings of what has become a broad diversification and acquisitions programme, taking in such different areas as Do-it-Yourself retailing and insurance broking.

Given a *fair summer* and increased public enthusiasm for the concept of a theme park, Thorpe *may start this year* to return something on an investment which is now exceeding £5m. But the more recent diversifications are already budgeted *to make* a "significant" contribution to a group in which total pre-tax profits are thought likely to have risen a good fifth during 1980 from the previous level of £48.4m. The results will be announced today.

Quoted since 1962, RMC has *traditionally been essentially a* one product company. Growth in demand for ready mixed concrete as opposed to the on-site mixed commodity saw it through a period of swift, bank financed, *expansion* in the 1960s and helped it to survive the crisis of the 1974 slump; its share of the total UK cement market rose from 34 per cent in 1968 to 43 per cent in 1977.

But it was in 1977 that allegations of price fixing rings within the ready-mixed cement industry began to surface. The rings were broken following action by the Restrictive Practices Court, but the industry has since been scrutinised by the Monopolies Commission, which is finally due to report in June.

The end of the price rings *does not appear to* have been too painful—the industry sells on a contract basis anyway—and RMC's margins in the UK actually rose slightly during 1979. But its command of *ready-mixed, still very much its* principal market, has been at best static over recent years, and may have fallen a couple of points to about a third by the end of last year. With the construction industry under unprecedented pressure, the *planning of a sustained diver*sification drive since 1977 has proved decidedly opportune.

RMC is looking not only for products to complement its existing ranges and for new *locations to supplement its* geographical spread, but is exploring new product areas. With some exceptions, it insists that every activity must be concerned "with the development or maintenance of the physical environment." But its *net is nevertheless extremely* broad.

Eponymous

Geographical diversification has already been carried to the point where 47 per cent of its operating profits in 1979 were earned overseas. West Germany is an important market for RMC's products and services and, as the emphasis of recent acquisitions demonstrates, North America is destined to become another.

The construction product base has also widened considerably as RMC has added cement pumping, road surfacing and pipes among others to the eponymous mainstream activity.

Attempts to find a new source *of earnings* independent of the construction cycle have taken RMC into Do-it-Yourself retail, security alarms, briefly into private aviation—sold off at the beginning of this month—as *well as into insurance broking,* oil exploration, wave power development, fish farming, horticulture and waste disposal.

These new activities are largely the result of the programme devised by Peter Young, the head of corporate planning and, since 1979, a main Board director.

His ideas were, at first, slow to bear fruit. The strains of the mid-1970s had left RMC highly geared and Young was forced to heed tight internal borrowing constraints. He was also loth to use much equity for acquisitions. It was a question of "dipping our toe in the water," he says, but at the same time RMC wanted new businesses capable of making a notable profit contribution from the outset.

By 1979, however, net group debt represented only 22 per cent of shareholders' funds and RMC was ready to buy its way into new target industries.

The thrust of effort has been directed at the DIY and security alarms sectors.

RMC had already been heavily involved in builders' merchanting, and *still is*, but the group is careful to distinguish between serving the needs of a jobbing builder and the Saturday afternon amateur. "The skills required are entirely different," Young maintains, "very few companies have made a good transition with their existing builders' merchanting staff. Retail is a fashion business."

As with many of the other acquisitions (see list and accompanying article), his answer has been to retain the original DIY management: RMC has "bought-in" management from outside only in isolated cases.

Initially, the acquisitions were grouped in a New Business Sector, but having watched them develop, Young has just put them into several divisions within what RMC calls its General Industries' Sector, which also takes in the Industries Division and aerated concrete products. The combination of existing activities with new companies is seen merely as a "tidying up" operation which gives Young a "logical fit" to pursue further growth. Each division is characterised by the de-centralisation and relative financial autonomy which has been applied throughout the group since 1968.

The diversification effort will be coming to the end of a five year programme in 1982, but it already seems that the recession last year has pushed the group's profit targets back by at least a year.

The next stage of the programme will be influenced by the amount of the shortfall, and by the extent to which continuing geographical and construction product expansion vie successfully for a share of group resources. RMC's belief that the inherent growth of the world construction market will outweigh its cyclical problems suggests that it can afford to investigate each new proposal exhaustively before diverting funds from the mainstream.

Much of what RMC is doing has some link, if not a total fit, with the original operations and Young emphasises that "we had to feel we could contribute something to each new activity, that we can control the business we're going into."

From fish to security alarms

RMC's diversification drive went into top gear in March 1979, when it acquired the 14 branch chain of Katelise Do-It-Yourself superstores, trading under the Great Mills banner in the South and South West of England. Nine months later it brought seven DIY outlets for £2.35m from Regent Warehouses, providing further exposure in the North Midlands and the Potteries.

The DIY division now consists of 23 stores, and Young aims to add at least seven new sites by the end of the year, at an average size of 20,000 sq ft per store.

At the end of 1979, RMC also paid £1.8m in a cash and share deal to acquire 80 per cent of Lander Alarm (Scotland). Two months ago it added to its network of security alarm rental and maintenance branches with three more small purchases for an aggregate £500,000 adding cover in Berkshire and the North West.

The DIY operation was set to contribute about £1m pretax from the first. By contrast the security alarm market is so fragmented that RMC has had to eschew its target of a "significant" initial profit contribution from each new business source, and accept the fact that Lander and the new outlets which the group is adding to the Scottish base will have to grow piecemeal. The division produced only about £300,000 in its first year.

Opportunistic

But both operations appear to suit RMC's management style. Young argues that "RMC is used to operating over 500 autonomous aggregate sites and depots throughout the UK and we already have good financial controls over widely diverse local operations." And the original senior management has stayed on.

The other 1979 deal, costing £1.8m for 51 per cent of C Rowbotham Insurance, a Lloyds insurance broker, is described as an opportunistic purchase. Rowbotham is expected to receive a good deal of business from RMC's worldwide activities, but broking does not come within Young's diversification matrix and is run by the group's secretariat.

With the exception of Rowbotham, the new businesses are now housed within RMC's "General Industries Sector" — somewhat confusingly, RMC describes its main divisions as sectors and their principal components as divisions. The sector also takes in aerated concrete products and the industries division.

Some of the original activities within the industries division are also broadening their product base. For example, Hales Industrial Services, a development of its waste container business "will be one of the few liquid waste disposal companies which are going to be commercial," Young claims.

Other major developments include the imminent consumer launch of an insulating blind, "Thermoblind," which has been produced by RMC Panel Products. It is claimed to be an important challenger to double glazing in home insulation given, as Young observes, "that some 70 per cent of heat loss takes place at night."

Elsewhere in the organisation, the group is concerned to exploit the side-effects of land owning on a large scale where aggregates have been fully extracted. The Kingsmead fish farm, where the development of a new cage culture enables RMC to grow trout in still water, is one example. Returns here are negligible in relation to the group as a whole.

RMC has also been investing about £50,000 a year since 1976 for the development of wave energy conversion in conjunction with Lanchester Polytechnic in Coventry, and has joined a consortium with Cawoods, a quoted fuel distribution and aggregates group, to form Sea Energy Associates.

A wave energy converter devised by the research team at Lanchester and SEA will require some major decisions within the next year or two, Young says, if it is to be progressed to the prototype stage.

But energy is expected to become something rather larger than a fringe activity. Aiming to develop "non-construction-related minerals." RMC has joined the seventh round of North Sea exploration licence applications with a 12½ per cent stake in the Arco consortium on block 12/22 in the Moray Firth.

Headache

The entry fee, again, is insignificant in relation to RMC's size but the group is increasingly committed—buying exploration management expertise in an attempt to "gain and grow an oil exploration competence." On the development costs involved if Arco makes a commercial find, Young just hopes "we have that problem."

As for the initial new project, the Thorpe Leisure Park, it is now secondary to the mainstream diversification activity. RMC hopes this long-running planning and development headache will start resolving itself this year. It originally looked a natural extension of the group's activities but the promotion of 400 acres of disused land as a park with a maritime theme ran into considerable planning delays.

The park is based on an amalgamation of several similar ventures overseas, and RMC recognises that, since nothing of its kind existed in Britain, it has taken considerable time to get the concept across to the public.

Opened last Spring for a trial run, the park attracted over half a million visitors. The group believes that because of its location between two motorways it will attract many more visitors this summer, and it plans to use its hard won leisure expertise as the nucleus of smaller parks elsewhere in the UK.

RMC'S TAKEOVER TRAIL

MARCH 1979

Acquisition of Katelise for £7.14m in cash and shares. 14 DIY superstores in South and South West England trading under Great Mills banner.

MAY 1979

Acquisition of 51 per cent of C. Rowbotham, a Lloyd's insurance broker, in a cash and share deal worth £1.66m.

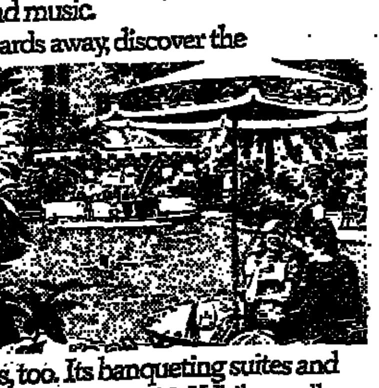
DECEMBER 1979

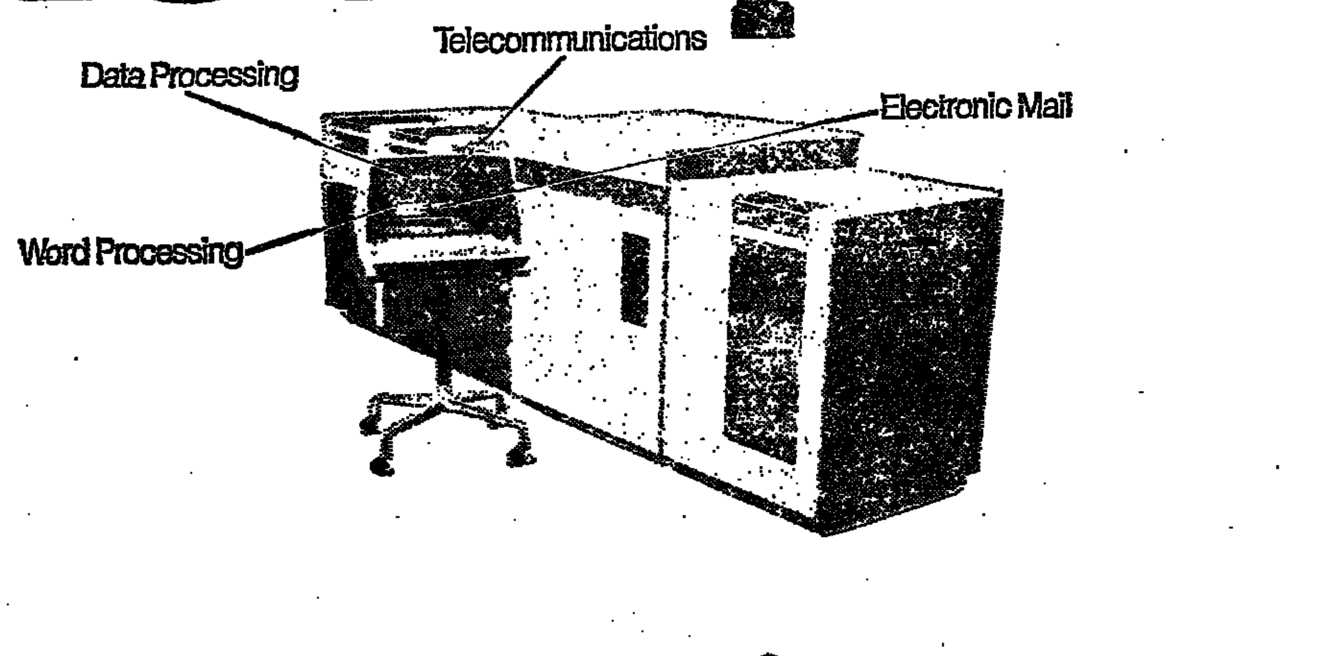
Purchase of 80 per cent of Lander Alarm Company, Scotland in cash and share deal of £1.8m.

Acquisition of Regent Warehouses for £2.35m, paid in three instalments. Cash and equity. Seven large *DIY outlets in the Potteries and* North Midlands.

FEBRUARY 1981

£½m aggregate acquisition of Security Alarms (Northern) in the North East, Standfast Burglar Alarm (Sunningdale) and Hoyles Fire and Security, Lancashire.





LOMBARD

Beware of a backlash

BY JOHN ELLIOTT

THERE IS danger of a massive shop floor backlash once the recession is over. If companies do not prepare themselves in advance, this could upset and maybe wipe out many of the potential gains in competitiveness and profitability that industry has made during the past year.

The danger is that companies, encouraged by senior Cabinet Ministers who ought to know better, may begin to believe the propaganda that is now being put about concerning a "*new and permanent* sense of realism" sweeping across the shop floor.

Economic reality

One hears a lot about this new "economic reality." Workers *in many private sector* companies are accepting small pay increases of under 6 per cent, or are even accepting nothing for a time, realising that a deferred pay increase may defer some redundancies.

Wide-ranging improvements to productivity are being introduced, with restrictive practices being swept away as managers cash in on the weak*ness of the trade unions that* has been caused by the reigning political and economic regime.

Indirect labour is being shed as unwanted craftsmen's mates are made redundant. Other shop floor improvements only dreamed of in the past by most managers are now becoming a reality.

Obstructive shop stewards *and local trade union officials* are being bypassed—or at best they are being tolerated till formal grievance procedures have been exhausted, at which stage companies are introducing work changes without union approval.

If anything was to be gained from the recession, it was, of course, changes such as these. For too long in the past managers did not feel strong enough to run their factories efficiently. And, because the managers did not provide enough positive leadership, trade unions were often obstructive and did not co-*operate in* productivity improvements.

But it is one thing to push such changes through as industry plummets downwards towards the bottom of the recession. It is quite another to run the slimmed-down and leaner factories when the upturn comes.

I have heard company chairmen and senior managers talk as if the current trade union docility is permanent, as if low wage rises and slimmed down *workforces will automatically* be acceptable in the future when economic prospects improve and the pressure is on for companies to meet delivery dates.

Ministers are also talking as if the "new sense of realism" is permanent, asserting that the Thatcher surgery has caused a sea of *change in shop floor* attitudes and trade union militancy. They are wrong.

What is more likely to happen is that shop stewards and local union officials will tot up the scores they have to settle. Sometime in the next year or two, they will attempt to bring companies to heel. Much of this activity may go unreported because it will often not involve *major showdowns.*

Shop stewards will flex their muscles, testing shop floor managers to see how strong they really are. Unresolved disputes *will be reopened, and attempts* will be made to rebuild manning levels. Bigger pay rises will be claimed as memories of 1980 recede.

Companies which have not prepared for this, believing that trade union power can safely be forgotten for the forseeable future, will run into trouble. They need to do two basic things—train their managers to cope *with the new tighter regimes* they want to maintain, and build bridges with their potentially alienated workforces.

The problem is that even companies *in the forefront of* employee participation developments have had to take swift and unpleasant actions during the past months which may well have undermined progress made in previous years.

Other *companies which have* never needed active employee relations policies, and have rarely had serious labour troubles, may also find that their earlier friendly relationships are under strain.

The bottom of the recession is the time for companies to start new initiatives in employee consultation and participation if the potential shop floor backlash is to be avoided.

Selling sunny Manchester to California

ANYTHING UP to 5m television viewers in the *U.S.* were *last* year given a new insight into Manchester and the North West of England. An area plentiful in sunshine, rich in architectural and pastoral beauty, second only to London as a financial and banking centre of Britain, and bursting with innovators and an energetic workforce.

If the picture seems a little *over-colourful, particularly re*garding the weather, the producers of the programme might be forgiven, for their aim was to sell the North West to Americans. *Perhaps in this context* "sell" is a slightly vulgar word to use because the programme has the style and general standard of a straight television documentary.

What makes it different is that it was sponsored, and its production was the personal charge of the British Consulate-General in Los Angeles — whose predecessor created the idea of a *regular television series, Focus on Britain.*

Transmitted on Station KHJ, the television programmes are viewed by up to 250,000 viewers every *Sunday evening during* each 13-week series. An additional 5m homes are now reached by offering the service to a nationwide cable TV network which runs a programme called *The English Channel.*

Focus on Britain is an enterprising idea, pioneered by our man on the spot, produced on shoestring budgets, sponsored by British companies, and offering — additionally — TV advertising space for British advertisers. Programme subjects are carefully chosen to balance general interest with the need to promote British goods, services or facilities—ranging from food to viewdata, fashion to in*dustrial* investment.

Now in its sixth season, the series deserves to be more widely known in Britain as well as the U.S., for I doubt if many *exporters* have ever heard of it. Indeed, only by chance last week did I get my own first sight of one of the programmes — the North West eulogy, spon*sored* (appropriately) by Granada Television (although made by a London company) and titled *North West Passage.*

The occasion of the screening last week was my *annual stint* as chairman of the judging panel for the Financial Times Export Award. This annual award is made as part of the British In*dustrial Film Festival*, the preselection screenings of which took place in London over the last two weeks.

The Financial Times Award is now in its 11th year, and is presented to the film most likely to promote British exports. Any film entered into the annual festival may be also submitted for the export award, but the selection of the winner is en*trusted to a special panel of* judges with notable experience in overseas trade and promotion.

On this occasion, our judges were very familiar with the competition and the subject: Mr. Kenneth Miles (the Incorporated Society of British Advertisers), Mr. John Cole-Morgan (Department of Trade) and Mr. Arthur White (*Film* and TV Division, Central Office of Information).

FILM AND VIDEO

BY JOHN CHITTOCK

For the companies that entered this year, first some good news. The standard was a total U-turn on previous years, con*sistently high* (and a sudden, remarkable upturn in the decline of cinematic art, which has been inexorable in the sponsored film). The bad news is that the result will not be declared until early June when the British Industrial Film Festival is held in Brighton.

None the less my fellow-judges agreed to let me report on some of their views, although my own *personal opinions of the films* should not be regarded as holding any clues as to the identity of the winner.

Regrettably the higher standard owed more to a rediscovery of the art of cinema than to an intelligent strategy in export planning—although the latter criticism may be a little unfair coming from judges not privy to a sponsor's policies. The kind of thinking the judges look for, but *rarely find, is to be seen in* George Wimpey's entry, *Fine Timing.*

This is about a project in which the runway at Manches*ter International Airport has* been re-structured (Manchester again? Can it really be north of Watford?). The film reveals the nature of the problem—levelling out the bumps in the airport's single runway, but doing it by working only a few hours every night and leaving the runway usable each day.

Good management, completion on time, care and safety; all the necessary ingredients are portrayed. But most interesting of all *is that the film was* made specifically to show at an international congress on airports—which is being held later this year at a well-known city *with an international airport* north of Watford.

Planning ahead like this may seem obvious, but surprisingly it is very rare in export films. *Indeed, one suspects that many* of the films entered for the Financial Times Export Award are never really conceived as overseas selling tools—an application that sometimes arises only as an afterthought.

But no mistake about over*seas* audiences in *Ketrax*, an ICI Pharmaceutical Division film about a drug used for health care in *Africa and the* Far East. Largely based on animated cartoons, in which the people seen have an ethnic appearance that is suitably mid-Third World, this film is about helminth infestations. In plain language—to the discomfort of our pre-lunch judging panel—worms.

The film does *all it should in* graphically displaying the prob*lem* and cogently illustrating how Ketrax minimises or eliminates it. But we all felt that pharmaceutical films should avoid blatant shots of the pro*duct package*—which stick out like an anthill in this otherwise smooth presentation. I doubt if British doctors would take kindly to such hard product plugs.

One suspects the over-zealous hand of the sponsor when excesses like that occur. Which could be the explanation for what to me *was the ruination* of an otherwise highly professional entry, *Power on Earth*, made for the Hawker Siddeley Group. Cinematically, this is an almost exotic account of the diverse activities of the group—with some richly executed sequences. But the cream topping of the poetic commentary was too much to stomach.

One judge commented: "I hated the sepulchral voice." *Another, more sarcastically,* added: "They chose the right commentator for the script." (Which is not to say that the film did not have other merits sufficient enough to win the award.

One of my own personal favourites was a Central Office of Information film (made for the Foreign and Commonwealth Office), *Numbers in the Sky. This is an example of British* documentary at its best, cast in the mould of BBC Television's *Horizon* series. The film is an account of British aerospace technology especially as based *on* computers. It is fascinating and impressive and a sharp reminder that Britain is still a great nation in many fields of endeavour.

Perhaps by the time of the *Brighton festival I must* find space to write about some of the other entries—which may conceal the overall winner or simply the rest of the losers. Meanwhile, the judging panel retired heartened, even though *feeling that British exporters* are still not enterprising enough—especially in their use of public relations overseas ("ends at the White Cliffs of Dover).

But if sponsored films really are a barometer of the nation's international health (as I suspect they are), then on this screening we have passed the bottom of the depression.

Disappointment would be justified

RACING

BY DOMINIC WIGAN

ONLY EIGHT oppose To-Agori-Mou *in this afternoon's* Ladbroke Craven Stakes. The colt's 2,000 Guineas supporters will be entitled to feel bitterly disappointed if he does not come through *this trial with flying* colours.

Rated only a pound behind Storm Bird in the European Two-Year-Old Free Handicap, *To-Agori-Mou* remains, according to Guy Harwood, at least 5 lbs and 10 lbs in front, respectively, of Recitation and Kalaglow.

Recitation has earned himself top market position for the French 2,000 Guineas with a fluent victory in Salisbury's 2,000 Guineas Trial. The astute Pulborough trainer will clearly be both surprised and disappointed if To-Agori-Mou fails to underline his comments concerning the relative merits of the *leading classic hopes* at Coombelands.

Although To-Agori-Mou, a powerful, long-striding colt, may take a while to get in full control I shall be surprised if he is not pulling clear of his *opponents running out* of the Dip.

Anyone not prepared to back him at prohibitive odds here might do worse than consider an each-way interest in Scintillating Air. This Sparkler colt who ran a *close third behind* Church Parade at Goodwood is thought to be well forward. He comes from the Bruce Hobbs stable responsible for last year's winner Tyrnavos.

Although the Derby is still seven *weeks away ante-post* betting on the premier classic is gaining momentum. Yesterday Kalaglow, Little Wolf and Wolver Heights all came in for unexpectedly sound support.

The move for Kalaglow is an *interesting one* as the colt (supported by one or two well-informed backers) is a stablemate to the race's second favourite To-Agori-Mou.

It is by no means impossible that Kalaglow will represent Harwood at Epsom, leaving To-Agori-Mou for the Curragh.

Little Wolf, a beautifully bred chestnut colt by Gurundy out of the Doutelle mare Hiding Place, has been more than satisfying Dick Hern in recent homework. Last week's winner Wolver Heights also has been catching *the eye with similar regularity* on Mick O'Toole's gallops.

Kalaglow, Little Wolf and Wolver Heights are available at 14—1, 33—1 and the same respectively for the Blue Riband.

NEWMARKET

2.00 Ame to Kil**
2.30—Pamparino***
3.00—Ballytop
3.30—To-Agori-Mou
4.05—Giannutri*
4.35—Unbiased

TV/Radio

† Indicates programme in black and white

BBC 1

6.40-7.55 am Open University (Ultra high frequency only). 9.35 Roobarb. 9.40 Jackanory. 9.55 The Banana Splits. 10.25 Lassie. 10.50 Play Chess! 12.42 pm Regional News for England (except London). 12.45 News. 1.00 Pebble Mill at One. 1.45-2.00 The Flumps. 3.20 Pobol y Cwm. 3.53 Regional News for England (except London). 3.55 Play School. 4.20 Godzilla. 4.40 What's the Idea! 5.00 John Craven's Newsround. 5.10 Children of Fire Mountain.

5.40 News.
5.55 Nationwide (London and South East only).
6.20 Nationwide.
6.55 The Return of the Space Shuttle.
7.35 The Return of Captain Nemo.
8.20 When the Boat Comes In.
9.10 News.
9.45 "Caught On A Train," by Stephen Poliakoff.
11.05 Omnibus.
11.55 News Headlines.

All Regions as BBC-1 except as follows:

Cymru / Wales — 5.10-5.40 pm Bilidowcar. 5.55-6.20 Wales Today. 6.55 Heddiw. 7.10 Pobol y Cwm. 7.40-8.10 Hi-De-Hi! 12.12 am The Hope of Glory. 12.27 News and Weather for Wales.

Scotland—12.40-12.45 pm The Scottish News. 5.55-6.20 Reporting Scotland. 6.55-7.25 Sorry! 10.45 Current Account. 11.15-12.05 am Omnibus. 12.05 am News and Weather for Scotland.

Northern Ireland—3.53-3.55 pm *Northern Ireland News.* 5.55-6.20 Scene Around Six. 6.55-7.25 In our own good time. 10.45 Lifetimes. 11.15 U2 Play Belfast. 11.50 News and Weather for Northern Ireland.

England — 5.55-6.20 pm Look East (Norwich); Look North (Leeds); Look North (Newcastle); Look North West (Manchester); *Midlands Today* (Birmingham); Points West (Bristol); South Today (Southampton); Spotlight South West (Plymouth). 6.55-7.25 East (Norwich) — The Pace-setters; Midlands (Birmingham)—Look! Hear!; North (Leeds)—Riding the Summer Sun; North East (Newcastle)—The Four Great *Seasons; North West (Manches*ter)—Dodd on his Todd; South (Southampton)—Talking Sport; South West (Plymouth)—According to Hoyle; West (Bristol)—*Breakthrough* '81.

BBC 2

6.40-7.55 am Open University (Ultra High Frequency only).
11.00 Play School.
11.25 Embassy World Professional Snooker Championship.
4.50 pm Open University.
6.55 Snooker.
7.15 Mid-Evening News.
7.25 The Easter Experience?
7.40 The Hollywood Greats: Marilyn Monroe.
8.30 Hooked!
9.00 Gladys Knight and the Pips.
9.35 One Man and His Dog.
10.15 Snooker.
10.45 Newsnight.
11.30 Snooker (highlights).

LONDON

9.30 am The Master Builders. 9.55 Teine Samoa: a Girl of Samoa. *10.20 The Horrible* Honchos. 11.05 Sailorman. 11.30 At the Embankment. 12.00 Cockleshell Bay. 12.10 pm Pipkins. 12.30 The Sullivans. 1.00 News, plus FT Index. 1.20 Thames News. 1.30 Crown Court. 2.00 After Noon Plus. 2.25 Racing *from Newmarket (covering 2.30,* 3.00 and 3.30 races). 3.45 Barney Miller. 4.15 Five Magic Minutes. *4.20 Moondogs Matinee.* 4.45 Ace Reports. 5.15 Emmerdale Farm. 5.45 News.

6.00 Thames News.
6.25 Help!
6.35 Crossroads.
7.00 Space Shuttle Landing.
7.30 "On The Buses," starring Reg Varney and Doris Hare.
9.00 Plays for Pleasure.
10.00 News.
10.30 High Office.
11.30 Rockstage.
12.25 am No Vain Sacrifice?

All IBA Regions as London, except at the following times:

ANGLIA

9.30 am Tarzan. 10.20 Friends of My Friends. 10.45 Brass in Concert. 11.25 Cartoon Time. 11.30 Floodlit Crown Green Bowling. 12.30 pm Gardening Today. 1.20 Anglia News. 3.45 Looks Familiar. 6.00 About Anglia. 7.30 Betjeman's Britain. 8.00 Charlie's Angels. 11.30 Tenspeed and Brown Shoe. 12.25 am *A Programme for Holy Week.*

ATV

9.30 am The Coral World. 10.10 Tarzan. 11.00 Sesame Street. 12.30 pm Gardening Today. 1.20 ATV News. 3.45 Looks Familiar. 5.15 Happy Days. 6.00 ATV News. 6.05 Crossroads. 6.30 ATV Today. 7.30 Emmerdale Farm. 11.30 ATV News. 11.35 Paris.

BORDER

9.35 am Tarzan. 10.25 Morning Cinema: "Captain America." 1.20 pm Border News. 3.45 Looks Familiar. 5.15 Benson. 6.00 Lookaround Tuesday. 7.30 Emmerdale Farm. 8.00 Charlie's Angels. 11.30 Border News Summary.

CHANNEL

12.30 pm Gardening Today. 1.20 Channel Lunchtime News, What's On Where and Weather. 3.45 Looks Familiar. 5.15 Emmerdale Farm. 6.00 Channel Report. 7.30 Survival. 8.00 Charlie's Angels. 10.28 Channel Late News. 11.30 Commentaires et Previsions Metaorologiques.

GRAMPIAN

10.05 am First Thing. 10.10 Larry the Lamb in Toytown. 10.20 Target The Impossible. 10.40 Hands. 11.05 Chips. 11.55 Halas and Batchelor Cartoon. 12.30 pm Gardening Today. 1.20 North News. 3.45 Looks Familiar. 6.00 North Tonight. 11.30 North Headlines. 11.35 Paris by Night.

GRANADA

9.30 am Mumbly. 9.40 Circus. 10.05 Wilderness Alive. 10.50 Cartoon. 11.00 Sesame Street. 1.20 pm Granada Reports. 3.45 Looks Familiar. 5.15 Mork and Mindy. 6.00 Granada Reports. 6.25 This Is Your Right. 7.30 Emmerdale Farm. *11.30 After All That, This.* 11.40 The New Avengers.

HTV

10.10 am Harriet. 10.35 "Squeeze A Flower," starring Walter Chiari and *Dave Allen.* 12.30 pm George Hamilton IV. 1.20 HTV News. 3.45 Looks Familiar. 5.15 Double Chaser. 5.20 *Crossroads. 6.00 Report West. 6.30* Definition. 7.30 Emmerdale Farm. 8.00 *"Get Christie Love." 10.28 HTV News.* 11.30 Father Dear Father.

HTV Cymru/Wales — As HTV West except: *12.00 Poli A Pili.* 12.05-12.10 pm Calimero. 4.15-4.45 Camigan. 6.00 Y Dydd. 6.15-6.30 Report Wales. 10.30 *Heddiw A Ddilyn Ddos. 11.15-12.15 am* High Office.

SCOTTISH

10.00 am Hands. 10.25 Tuesday Matinee: "High Risk." 11.35 Survival. 12.30 pm Gardening Today. 1.20 News Headlines and Road and Weather Report. 3.45 Looks Familiar. 5.15 Pet Subject. 5.20 Crossroads. 6.00 Scotland Today. 6.20 Job Spot. 6.30 What's Your Problem? 7.35 Take The High Road. 8.05 Jericho. 11.30 Late Call followed by Immortal Heritage. 11.55 George Hamilton IV.

SOUTHERN

9.30 am Kum Kum. 9.55 The Lost Island. 10.20 How the West Was Won. 11.55 Cartoon Time. 1.20 pm Southern News. 3.45 Looks Familiar. 5.15 Betty Boop. 5.20 Crossroads. 6.00 Day by Day. 7.30 Emmerdale Farm. 8.00 Vegas. 11.30 Tenspeed and Brown Shoe.

TYNE TEES

9.20 am The Good Word. 9.25 North East News. 9.30 Survival. 9.55 *Morning Movie*—"David Copperfield," starring Robin Phillips, Susan Hampshire, Richard Attenborough and *Laurence Olivier. 11.50 Sally and Jake.* 1.20 pm North East News and Lookaround. 3.45 The Electric Theatre Show. 5.15 Looks Familiar. 6.00 North East News. 6.02 Crossroads. 6.25 Northern Life. 7.30 Emmerdale Farm. 8.00 Chips. 10.30 North East News. 11.30 The Odd Couple. 12.00 A Real Resurrection.

ULSTER

10.35 am A Big Country. 11.00 Chopper Squad. 1.20 pm Lunchtime. 3.45 Looks Familiar. 4.13 Ulster News. 5.15 Cartoon Time. 5.20 Crossroads. 6.00 Good Evening Ulster. 7.30 Emmerdale Farm. 8.00 Charlie's Angels. *10.27* Ulster Weather. 10.28 The Mercy of God. 11.30 Bedtime.

WESTWARD

9.20 am Faith for Life. 9.30 Stars on Ice. †9.55 Feature Film: "I'm Alright Jack" starring Ian Carmichael and Peter Sellers. 11.35 Out of Town. 12.27 pm Gus Honeybun's Birthdays. 12.30 Gardening Today. 1.20 Westward News Headlines. 3.45 Looks Familiar. 5.15 Emmerdale Farm. 6.00 Westward Diary. 7.30 Survival. 8.00 Charlie's Angels. 10.31 Westward Late News. 11.30 Faith for Life. 11.40 West Country weather and shipping forecast.

YORKSHIRE

9.30 am Larry the Lamb. 9.40 *Patterns.* 10.05 Tenderro. 10.50 Popeye. 11.00 Beachcombers. 11.30 Monsters and Other Scary Things. 11.55 The Undersea Adventures of Captain Nemo. 12.30 pm Looks Familiar. 1.20 Calendar News. 3.45 Calendar Tuesday. 5.15 A Touch of Fashion. 6.00 Calendar (Emley Moor and Belmont editions). 7.30 Emmerdale Farm. 7.30 Survival. 8.00 Charlie's Angels. 11.30 *Pavilion Folk.*

RADIO 1

(S) Stereophonic broadcast ‡Medium wave

5.00 am As Radio 2. 7.00 Mike Read. 9.00 Simon Bates. 11.00 Andy Peebles. 12.30 pm Newsbeat. 12.45 Paul Burnett. 2.30 Dave Lee Travis. 4.30 Peter Powell. 7.00 Talkabout with Adrian Love. 8.00 Richard Skinner. 10.00-12.00 John Peel (S).

RADIO 2

5.00 am Ray Moore (S). 7.30 Terry *Wogan (S). 10.00 Jimmy Young (S).* 12.00 David Hamilton (S). 2.00 Ed Stewart's Request Show (S) including *Racing from Newmarket. 4.00 Much* More Music with Jean Challis (S). 6.00 John Dunn (S). 8.00 Life is *Nothing Without Music (S).* 9.00 Glamorous Nights (S). 9.55 Sports Desk. 10.00 The Arthur Askey Variety Show. 11.00 *Cricket: Fifth Test*—West Indies v England. 11.30 Brian Matthew with Round Midnight, including 12.00 News. 2.00-5.00 am You and the Night and the Music (S).

RADIO 3

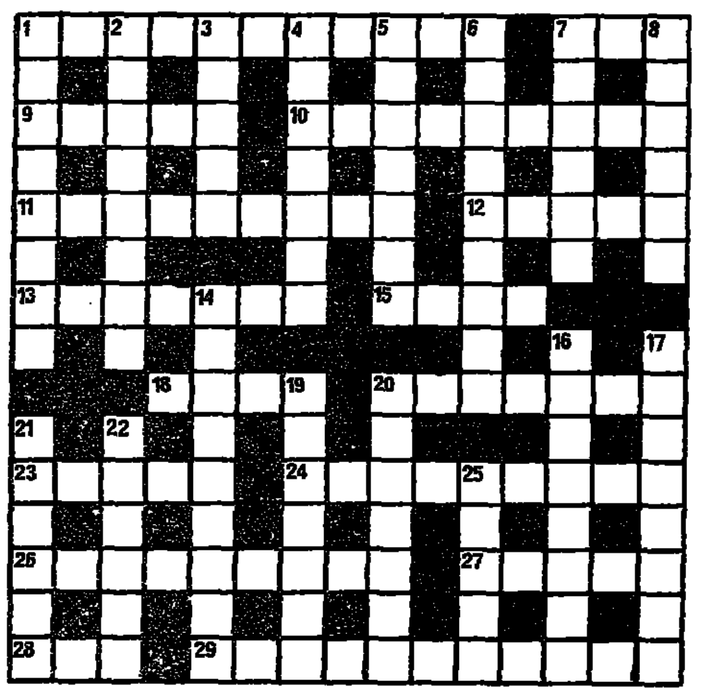
6.55 am Weather. 7.00 News. 7.05 Morning Concert (S). 8.00 News. 8.05 *Morning Concert* (continued). 9.00 News. 9.05 This Week's Composer: Glazunov (S). 10.00 Baroque Concertos (S). 10.25 BBC Singers (S). 11.00 Cardiff University Recital (S). 12.15 pm BBC Welsh Symphony Orchestra. Concert, part 1 (S). 1.00 News. 1.05 Six Continents. 1.25 Concert, part 2 (S). 2.10 *Haydn Quartets* (S). 3.00 Hakan Hagegard, song recital (S). 4.25 Test Match Special: West Indies v England. *6.35 Mainly for Pleasure (S) (joining* VHF). 7.00 "Il Lutto Dell' Universo." Sacred play for the Holy Sepulchre by Kaiser Leopold I (sung in Italian) (S). 8.10 The Land of Honourable Death (S). 8.30 Music in Our Time, part 1 (S). 9.30 Words, Words, Words. 9.45 Music in Our Time, part 2 (S). 10.35 Membra Jesu Nostri by Dietrich Buxtehude (S). 11.00 News. 11.05 Butterworth (S). 11.15-11.45 Test Match Special.

VHF — with Medium Wave except as follows: 5.55-6.55 am Open University. 4.25 pm Jazz Today (S). 4.55 News. 5.00-6.35 Mainly for Pleasure (S). 11.15-12.55 am Open University.

RADIO 4

6.00 am News Briefing. 6.10 Farming Today. 6.25 Shipping Forecast. 6.30 Today, including 6.45 Prayer for *the Day,* 7.00, 8.00 Today's News. 7.30, 8.30 News Headlines. 7.45 Thought for the Day. 8.35 Yesterday in Parliament. 9.00 News. 9.05 Tuesday Call. 10.00 News. 10.02 From Our Own Correspondent. 10.30 Daily Service. 10.45 Poustinia by Catherine De Hueck Doherty. 11.00 News. 11.05 Double Act. 11.35 Wildlife. 12.00 News. 12.02 pm You and *Yours. 12.20 Down Your Way visits* Moreton-in-Marsh in Gloucestershire. 12.55 Weather, Programme News. 1.00 *The World* at One. 1.40 The Archers. 1.55 Shipping Forecast. 2.00 News. 2.02 Woman's Hour. 3.00 News. 3.02 *The House of Mirth* (S). 4.00 Science Through the Looking Glass. 4.15 They Called Me Al (records of singer, Al Bowlly). 4.45 Story Time. 5.00 PM: News Magazine. 5.50 Shipping Forecast. 5.55 Weather. 6.00 News. 6.30 Brain of Britain 1981 (S). 7.00 News. 7.05 The Archers. 7.20 The Hitch-Hiker's Guide to the Galaxy by Douglas Adams (Part 2). 7.50 The Seaside in Spring. 8.35 Love's Old Sweet Song. 9.05 In Touch. 9.30 Kaleidoscope. 9.59 Weather. 10.00 The World Tonight. 10.30 Cliché (S). 11.00 A Book at Bedtime. 11.15 The Financial World Tonight. 12.00 News.

F.T. CROSSWORD PUZZLE No. 4,545



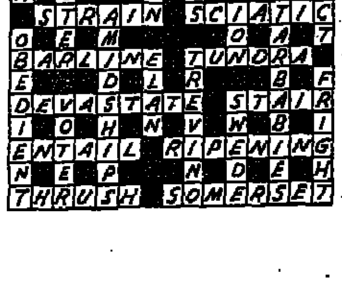
ACROSS

1 Ecclesiastical writer giving clergyman a rota (11)
7 & 28 Peculiar talk on division of a territory (6)
9 Bird for example to expose to moisture (5)
10 Extend a picnic? (9)
11 Just one with undershirt on (9)
12 Live way out around pole (5)
13 Musical drama with note to conduct (7)
15 Deserve to gain by labour (4)
18 Identify a precise place (4)
20 Type of loaf and cheese (7)
23 A very thin fabric to cut we hear (5)
24 The Scottish knew a shelf of rocks used as ballast (9)
26 Choose right lyric for a conductor (9)
27 Church melody in what could be a hot seat (5)
28 See 7 Across
29 Security before game incorporating selective striker (6-5)

DOWN

1 Where reporters may be seen to harass and fight (5-3)
2 Dog an arch supporter (8)
3 Converted a colt based on number eight (5)
4 Follower with a stake in beer (7)
5 Concentrated in time (7)
6 Concealed important hush-hush information (3-6)
7 Believe it could be a distinction (6)
8 State of undress changed in duty (6)
14 Material the political machine of the Communist party put over us (9)
16 Part of a bunch of bananas to convey in a barrow (4-4)
17 Probe again in investigation (8)
19 Beginning to deduct (4-3)
20 Happy to study wine (7)
21 Way of viewing a face (6)
22 Some French intend to lower in status (6)
25 Deputy confused column endlessly (5)

Solution to Puzzle No. 4,544



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THE ARTS

Elizabeth Hall

Imogen Cooper

by ANDREW CLEMENTS

The first half of Imogen Cooper's Elizabeth Hall recital on Sunday afternoon demonstrated once again her fine qualities in the Viennese classical repertory, but a second half of works by Liszt and Bartok took her onto less familiar ground. By and large the same high standard was maintained throughout, and it became a most impressive and cogent display.

Haydn's F major sonata Hob. XVI/23 began the programme, moving purposefully forward, each accent and ornament precisely placed and lines kept distinct, the central Adagio shaped into a series of sharply defined expressive curves. Schubert's A minor sonata D.845 was a less relaxed, more intense affair. Miss Cooper took the first movement's Moderato marking very liberally, urging the music through the second-subject material and constructing a dramatic account on the largest scale; only the coda could have been broader and more assertive. Much highly polished playing also in the central movements, with the exception of a rather bland beginning to the Andante variations and an example of too much polish in the mannered handling of the Trio.

Liszt's Three Concert Studies were not, the excellence of much of her account notwithstanding, Miss Cooper's most convincing performances. There were no technical problems, and some crystalline passagework in *La Leggierrezza*, but some of the self-conscious rhetoric, and hence some of the conviction, was missing. The programme closed with what might have a belated contribution to the Bartók centenary celebrations, but was anyway a valuable performance of a set of neglected early pieces. The 14 Bagatelles Op. 6 are, despite their early opus number, characteristic Bartók. Some of them slight and straightforward, uncollected numbers from the early books of *Mikrokosmos* almost; others are more thorough explorations of pianistic technique or experiments in reworking folk material. A couple of them unexpectedly suggest the influence of Musorgsky's *Pictures* on Bartók's piano writing. Miss Cooper made out a very good case for their more regular inclusion in concert programmes, and suggested also that she could have much to offer in a wider range of early 20th-century works.

Albert Hall

Berlioz' Requiem

by DAVID MURRAY

The Requiem, or *Grande Messe des Morts*, needs choral forces that can contend against its massive instrumental complement. Since the BBC Symphony performance on Sunday was conducted by Brian Wright, who is in charge of the Symphony Chorus and also the Goldsmiths Choral Union, the choral contribution was unstinted. Reinforced by members of the London Philharmonic Choir and the BBC Club Choir, it sounded magnificent—full, unanimous and astonishingly subtle, never daunted by the ranks of horns and timpani nor the four brass bands.

Throughout the work one could admire the clarity Wright achieved, a matter of highly expert orchestral balance as well as masterly handling of the chorus. It was bad luck, but not seriously damaging, that the bands came apart a little in both grand climaxes of the "Dies irae"—one couldn't help but feel some sympathetic anxiety. No further technical lapse marred this singularly direct and confident performance, and in the "Sanctus" the hazardous tenor solo was nobly taken by Stuart Burrows.

As a whole reading of the Requiem, what Wright offered was consistently imposing. What it lacked, arguably, was passion: not, certainly, excitement— the ringing attack he led secured that—but the quasi-operatic drama of the piece. The music neither blazed nor shuddered; it was expounded with cool intelligence and notable refinement, but without theatrical flair. Of terror or exultation there were only abstract suggestions. That severity brought some revelations in its wake: many daring oddities in Berlioz' scoring, for example, sprang to the ear in this impersonally symphonic context, when in more impassioned accounts they become part of the epic scenery. In any case Wright's aim was plainly not to plumb depths of feeling, but to render the Requiem with powerful objectivity. That he did, resoundingly —one would hardly have believed that the work could sound so transparent in the Albert Hall.

Festival Hall

Philharmonia/Muti

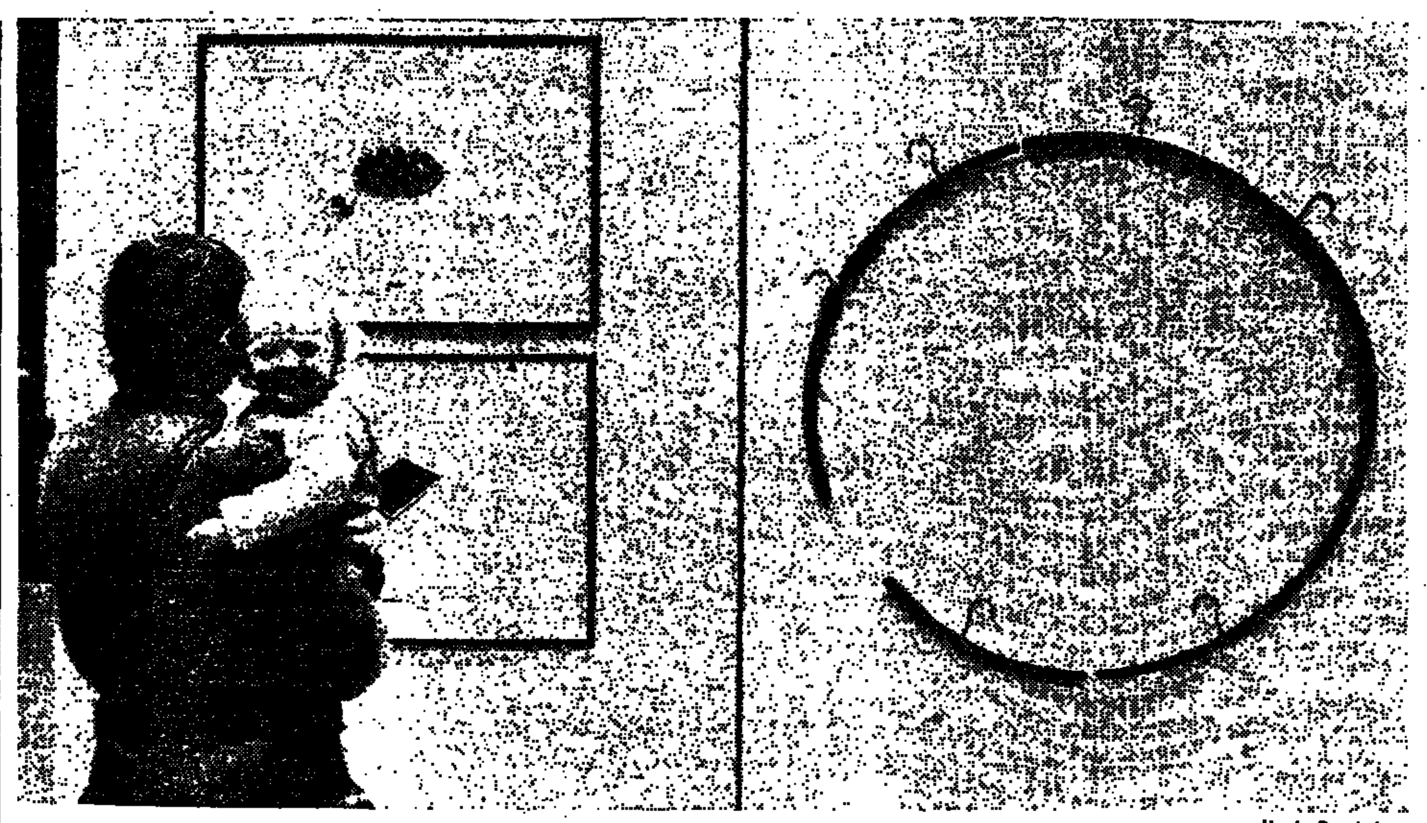
Sunday's concert by the Philharmonia Orchestra, under Riccardo Muti, was a triumph for a more-or-less standard repertoire. Rossini's fourth String Sonata in B flat beginning the programme was balanced for airiness and wit against Beethoven's Fourth Symphony in B flat. In between came the completely different climate of Walton's Viola Concerto, stunningly propounded by Bruno Giuranna. The concert made no special points, attempted nothing particularly new, but it was an affair of "high definition performance" and of the most gladdening poise.

Muti lavished much care on the Rossini—it wasn't a curtain-raiser. The opening bars, which though fast seemed to be slow, were coaxed gently out of silence and the music spun on a fine thread until rumbustious scales on the double bass grounded the inspiration. Muti unleased his fire to thrilling purpose in sudden passage work for the violins; but his concern for precision was the paramount quality, and the help in appreciating Rossini's 12-year-old genius—his academically "correct" harmony, which can sound so magically strange, or the novelty of his orchestration for small stringed band, with no violas but prominent double bass.

I haven't heard a better performance of Walton's concerto: two Italians evidently have the full measure of the work. Giuranna's clear, plangent tone and effortless projection made it possible for the orchestra to speak up clearly, too, and the intertwining firm lines in the first movement enriched the work, not only in sonority but in emotional stature—it seemed maturer music.

The scherzo was an occasion for incisive antiphony between trumpets and horns. John McCaw lent his customary grace to the clarinet solos of the work—here, as in the slow movement of the Beethoven, Muti's approach was to emphasise the expansive ruminative character of the form and the invention. It was a markedly withheld adagio, ethereal in tone, its occasional martial blasts setting off the linear scrutiny and adding to the diversity of material in a rather Berlioz-like fashion. This movement is one of Beethoven's most curious and spare—one of the least loved, although not unloved. Multi did wonders with it. The other movements had an equal abundance of flair, fire and precision. It was a performance of absolutely authentic spirit.

PAUL DRIVER



Young visitors with prizewinning circle by Richard Wentworth

Hugh Routledge

Fitzwilliam Museum, Cambridge

The 3rd Tolly Cobbold

by WILLIAM PACKER

The idea of a national open *Prize Exhibition for Modern* Art, as it might just as well be for modern pots, or vegetables, or whatever, presents so obvious, so natural an opportunity to the imaginative sponsor that now the only surprising thing about it is that John Moores should have managed to preserve it to himself for so long. Which is not at all to say that the opportunity is limitless —indeed it needed only one successful intervention to close it effectively, which is exactly what Richard Cobbold contrived four years ago. Today, with its third appearance, the Tolly Cobbold/Eastern Arts National Exhibition becomes a regular and valued institution, taking its turn with the Moores in Liverpool, year on, year off, in an easy counterpoint, each enterprise quite distinct in its character and dispositions, and the nicest foil to the other.

The differences are important, for the Tolly Cobbold was never intended, nor would it ever command respect, as a pale imitation of the Moores. The respect of the community of artists is indeed prerequisite to success in such things, and the evidence of this latest exhibition is that as the support has widened from the regional to the national, so the submission has grown stronger and more serious. It is not that the heavies now carry off all, or even any of the prizes, nor that the young or unknown now stand no chance of acceptance, but simply that increasing numbers of successful and established artists of all kinds now feel that the show itself is worth the trouble, the prizes worth the winning, and are prepared to take their chances of rebuff along with everyone else.

There is in fact no first prize, *no Victor Ludorum, nor even* the suggestion of a Primus inter Pares, but instead half a dozen artists all better off by £1,500 with the alphabet determining the pecking order: and there is besides one regional prize of £500. And 74 other artists, of the 1,400 who sent in, vie for the attention of the committed purchasers, the uncommitted public, and generally enjoy the honour of taking part.

Certain physical constraints condition the show. The galleries at the Fitzwilliam, though handsome enough, are less ample than those available in Liverpool, and furthermore the show subsequently goes on tour until the autumn; and so it is not unreasonable to place some limitation upon the size of the entries. The natural result is that a good number of artists have consciously inclined the other way, sending in often tiny works that they are confident will not be overwhelmed and lost, and the show overall, though the actual number of exhibits has crept up pretty well to match that for the Moores, retains nevertheless its own characteristic atmosphere, relaxed, undemonstrative and intimate.

The selection proves to be commendably catholic, and the quality encouragingly high. Shows chosen by committee are not always satisfactory, but it is clear that differences of approach and preoccupation were respected, and there is little sense of the dead air of compromise. If I have a quibble, it is fairly minor, and *there is every chance to put it* right — the hanging could be more imganiative perhaps, and less safe, with fewer works of a kind together, and more testing *comparisons*.

Art is not hermetic, though too many scholars would have it so: and it is one of the most pleasing and healthy developments of recent years that after all the earlier battles and controversies, so many artists, in this country at least, should be so much more generous than they were towards their fellows, and genuinely curious about work very different from their own.

The prize-winners themselves make the point: two landscape painters, both of them working directly sur le motif, but Patrick Symons cool, dispassionate, severe in his observation, Adrian Berg no less exact but more personal and direct in his expression: two more expressionists, but one, Andrzej Jackowski, heavily atmospheric and darkly symbolic, the other, Bruce McLean, mischievously perfunctory: and then two sculptors (for relief sculpture is admitted within the rules), John Carter as much a painter as he is a sculptor with his elegant abstract play upon formal ambiguity, and Richard Wentworth with his disarmingly simple, and as pleasing, formal conceit.

I have no complaint with any of them, nor with the regional prize going to Brian Falconbridge's little metaphysical relief, rods and a cylinder on a shelf, though of course I would propose one or two candidates of my own: David Tindle, Stephen Cox, Alan Green, Stephenie Bergman and especially Anthony Eyton — all must surely have *been in the running—and Terry* Setch too. Stephen Buckley perhaps disqualified himself by winning a prize in the first Tolly Cobbold of all. These are only *suggestions, thoughts aloud as it* were, though I cannot help feeling that Peter Greenham's painting of an old woman is the best painting of any kind in the show, and the outstanding work.

However, there it is. Some of the best things are by younger artists, barely known—I particularly liked Kathryn Rose's Battlefield, tiny studs and pins and toy soldiers scattered across old floorboards and beautifully painted and also Mikey Cuddihy's varnished, folded, rubbed and torn Egyptian Circle Game. And Brian Chalkley and Clive Burton are names I shall remember.

But as always the memory of events like these is fixed by the adjudication, and for the 1981 Tolly Cobbold belongs to two artists. Andrzej Jackowski was one of the successes of the somewhat flawed Narrative Painting exhibition a year or two ago and his work would seem to be gaining authority and power. He deserves further exposure and no doubt we shall get a chance before too long to see rather more of his recent work. And there is John Carter, who has deservedly won a major prize at last. *His* Vertical Squares, blue and white, is wonderfully simple and most surprisingly assertive a work, a relief which merely sets a white square panel above its equivalent aperture within a single border and in the physical comparison oddly celebrates them both.

The Tolly Cobbold remains in Cambridge until May 10, and then moves on to Ipswich, Norwich, the ICA in London and finally to Sheffield. What a pity Ipswich lost on Saturday.

Budapest's Spring Festival

by OSSIA TRILLING

The first Spring Festival in Budapest opened on March 20 with a double event: a Bartok Centenary concert at the restored Redoute, or Vidagó, on the left bank, and a version of *I, Claudius* in the reopened Castle Theatre on the right bank of the Danube.

Though the Mortimer TV-serial of *I, Claudius* is well-known in Budapest, the stage-version was never done. In fact Tamas Ungvari, encouraged by both Mortimer and Robert Graves, reworked the English original, and Andras Forgach, the Castle Theatre "dramaturg" put the finishing touches to what, in essence, is now a different play, more Shakespearian in its intent than Brechtian, and none the worse for its gratuitous references to ancient Pannonia. Istvan Iglodi's eye-catching production, helped by Peter Stefanovits's movable stepped rostrums and ingenious lighting, and an absorbing Claudius, whom Dezső Garas played as a clownishly reluctant Roman aesthete, turned despot *malgré lui* by force of circumstance, was clearly framed as a lesson for our times, and took every advantage of its newly-acquired classical sweep.

Something of the sort applies to Gabor Zsambeki's turbulent production of the two parts of *Henry IV* (translated by Istvan Vas) at the National, with a stately Bessenyei in the title-role, a brusque Cserhalmi as the Prince, and the ebullient show stealing Ferenc Kallai as Falstaff. An adjustable setting with platforms, wire-netting, and suggestions of Gothic arches, cleverly designed by Gyula Pauer, guaranteed fluency *of performance. This and* a generally talented cast would not have disgraced our own Stratford stage. Violence, treachery, comedy and spectacle mingled nicely to ensure that Shakespeare's essentially humanitarian plea did not go unheard.

The latest revival, at the Madach, of Imre Madach's 19th-century epic of *The Tragedy of Man*, in which a Faustian Adam and his wife do battle with the forces of evil, alias Lucifer, through a series of reincarnations of both historical and fictional characters (the finale is set in a future with little or no hope!), compared favourably, because of its modernistic treatment, with the deplorably traditional one at the National 25 years ago. However, the attempt to make it more accessible by updating it stylistically foundered on the declamatory delivery of the principals, Jacint Juhasz, Eva Almassi, and Peter Huszti, quite an acceptable threesome at other times.

Most visitors would probably need briefing on the ins and outs of modern Hungarian politics to savour in full the subtleties of the late Milan Füst's *The Clever Clown*, a novel of the 50s, that Peter Vallo, of the Comedy Theatre, adapted and staged himself with a pop-score by Gabor Presser (currently, I was told, on a recording mission in London). Andras Kern deserved his ovation on the opening night for *his* deft impersonation of the wretched Jewish circus-clown of the title, a symbol of the Hungarian experience of recent times. Kern's Efraim Goldnagel, the play's tragi-comic hero manqué, in thrall to Judit Hernadi's ravishing Snake-Lady (shades of Wedekind's Lulul) and a victim of the viciousness of others, melted the heart and troubled the mind. This lavish spectacle was, ironically, overshadowed by Vallo's other triumph, staged on the same stage but with far fewer resources.

Seattle

Tristan and Isolde

by ANDREW PORTER

The city of Seattle, in the north-west of the United States, near Vancouver and the Canadian border, is best known on two counts: as the home of Boing and as the only place in America where *The Ring* is regularly performed. Since 1965, Seattle has given two *Ring* cycles every summer, one in German and the other in English. The city is spectacularly sited, on Puget Sound; nearby are (I quote from this year's *Ring* brochure) "mountain ranges with snowcapped peaks reaching to more than 10,000 ft, evergreen wilderness, awesome prehistoric gorges, forests, rushing whitewater streams, mighty rivers." It is a good setting for *The Ring* and has justly become a Wagnerian pilgrimage place.

But the Seattle Opera also has a regular September-to-May season, and an important one. The company was founded in 1964, and under the direction of Glynn Ross, a man who combines vision, enthusiasm, and imagination, it has thrived. The pattern is now five operas a season, each of them played six times. Four performances are given with international casts; two are "national performances, done in English, usually with young American singers. This season's repertory is *Hoffmann, Aida, Manon, Lescaut, Tristan and Don Pasquale*: next season's *Fledermaus, Turandot, Rigoletto, Entfuhrung*, and the American premier of Szymanowski's *King Roger*.

I went to see *Tristan*. The "English" performance was the premiere of my translation (done by arrangement with the ENO, who commissioned it and stage it this autumn), and so in decency I'll say nothing about it except that Isolde was the American debut role of Linda Trotter, an American soprano who has been busy in Austria, and the Tristan was Emile Belcourt. But the "German" performance—with, as it happened, an all-American cast—can fairly be reviewed.

The company plays in a large theatre, seating over three thousand. It has good sound. It is, essentially, a wooden structure set within an even larger building dating from the Seattle World's Fair. The acoustics are warm, resonant, and "open" in an almost Bayreuth-like way: but the orchestra pit is not deep-sunk: rather as in the Colón, the orchestral playing seems vivid, "present," and detailed yet in good balance with the stage. The players come mostly from the Seattle Symphony (which Beecham once conducted). Over the years they have become an experienced, supple, and expert Wagner orchestra, with an athletic spring in the playing that reflects that approach of their conductor, Henry Holt. Holt has conducted all the Seattle *Rings* from 1975 (and began assembling the cycle in 1973, with *Die Walküre*), and he conducted the *Tristans*.

Isolde was Johanna Meier, who has also been singing the role for the Welsh *National*. At her best, Miss Meier suggests the young Rysanek at her best, and here she was in radiant voice, soaring, unforced, and beautiful. The three leading Isoldes of our day—the others being Berit Lindholm and Linda Ester Gray—are very different: Miss Lindholm the most keenly intense, Miss Gray the amplest, Miss Meier the most lyrical. All three are rewarding to hear. Tristan was Edward Sooter, a Met Otello and Florestan—reliable, able to sound the music, but unromantic. Kurwenal was Richard Clark, a young American to watch for, with a splendid, healthy baritone whose timbre is exciting.

The decor was by Siegwulf Turek (the designer of the 1979 Salzburg *Dutchman*). His "*cyclorama*" *comes forward*, out of the proscenium arch, to embrace the side walls of the auditorium. Onstage, there is a simple structure that, with small changes, serves for all three acts. The "scenery" is created chiefly by an imaginative, skilful, and unfussy use of projections—calling into play the Seattle Opera's 15 Pani projectors (the new wonder machine of operatic staging: the Coliseum has five of them). The effects of sea and sky were romantic and beautiful: in general, the treatment of light and darkness, the central imagery of the opera, was sensitive and affecting. The images on the parts of the scene that came out to embrace the audience were handled in an almost "subliminal" way; one was not so much conscious of them as conscious of being drawn into magic picture-looking at it as one might look at a natural landscape: being within it, not seeing a partial framed representation.

All the same, I would have liked this ambitious and effective technique to have been matched (as it well could be) to more care for Wagner's essential stage directions. For one thing, modern producers and designers seem to have lost all sense for the symbolic hierarchy of throne, chair, bench and stool, and are unaware of the dramatic and emotional solecisms that result. In New York, Queen Elizabeth plonks herself down on the palace floor. In *Figaros* everywhere, servants *comfortably* seat themselves while their masters are standing. And here the Irish princess, in a magnificent dress, lolled on the ship's steps: Turek had given her nowhere else to sit. Even more important, the curtain that *shields Isolde from the crew* was absent, and the ship's helm ever visible. Tristan sent word that it would be unsafe for *him to leave that helm—and* then promptly put the vessel on autopilot and went below so that Isolde and Brangäne could have the stage to themselves until his return.

In the Act II garden there were no trees, no plants, no flowery bank: love-making on bare boards looked uncomfortable, not rapturous. In Act III there was no limetree to shade the sick hero. The producer, Lincoln Clark, must take the blame for another unhappy touch: instead of solicitously watching his master, Kurwenal lay fast asleep, stretched out in the sun beside him, until the Shepherd woke him. Why, oh why? Modern stage techniques *can* be used to make possible a more beautiful, more striking, more faithful realisation of Wagner's visions than those which in his own day left him so little satisfied. The Met *Tannhäuser* is the proof of that.

This *Tristan* was in part a "pilot" for further Seattle productions employing the projectors: in 1982, Blomdahl's *Aniara*, the spaceship opera (Boeing, NASA, the Smithsonian, Jet Propulsion Laboratories, and Rockwell International have been enlisted in support of it), and in 1983 a new *Ring* production. The prospect is exciting—provided that the techniques serve, rather than contradict, the composer's requirements. There is also a danger—and in *Tristan* it was not avoided—that eyes and lips may be left unlit. The former are a singer's chief means of expression, after the voice; off the latter one "reads" the words.

On the whole, however, I was bowled over by this *Tristan*, as by *Tristan* one should be—rapt marvelling, exalted, wrung by the score. It was well sung, well played, sensitively conducted and (apart from the points mentioned) imaginatively and not obtrusively staged. In Bayreuth, in London, and in New York, Wagner is *often less well served. Here*, the work itself held one spellbound.

Slide loan service saved

The slide loan service to teachers and students at present operated by the Victoria and Albert Museum is to be saved after all, the Government has announced.

Arts Minister Mr. Paul Channon said in a Commons written reply that responsibility for its operation would be transferred to the standing comission on museums and art galleries.

The Government announced last year that the Museum would *not be operating the service* after next month. It consists of 500,000 slides on 100,000 subjects held by the National Art Slide Library.

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Tuesday April 14 1981

An inquiry is not enough

MR. WILLIAM WHITELAW, the Home Secretary, cannot be accused of failing to react to events. There was nothing in his statement to the House of Commons yesterday which indicated that he underestimated the seriousness of what happened in Brixton at the weekend. There is to be a public inquiry. It will be urgent. It will be conducted by Lord Scarman and the terms of reference are quite wide since they include the power to make recommendations.

In other words, the inquiry will be not only into what happened, but why: and Lord Scarman will be free to say as a result of his findings what might be done to prevent a recurrence.

Not the first

Mr. Roy Hattersley, the Shadow Home Secretary, welcomed all that, but was still not quite satisfied. His particular criticism was that under Section 32 of the Police Act 1964, which Mr. Whitelaw has chosen to rely on, the inquiry will be confined to what happened in Brixton, even if Lord Scarman's eventual recommendations may have more far-reaching implications.

In our view, the inquiry should be as wide-ranging as possible. The events in Brixton at the weekend may have been the worst of their kind so far, but they were not the first. They came only a year after similar disturbances in Bristol and there are other areas of the country where outbreaks of unrest are being regularly predicted. In a thoroughly unpleasant intervention in the Commons yesterday, for example, Mr. Enoch Powell suggested that Brixton was as nothing compared to what is to come.

U.S. lesson

Some of the causes of the troubles are already well enough known: the overcrowding, the bad housing, the concentration of black communities into particular areas, the young black unemployment especially among males, the fact that the young blacks who were born here tend to have altogether more radical views than their immigrant parents, and—the latest manifestation—the way that racial tensions are reflected in an antipathy between blacks and the police.

It is very doubtful whether the inquiry into what happened at Brixton, however necessary, will tell us anything more about that than is already familiar. The real problems are how to remove the causes of the unrest and—no less important—how to be seen to be trying to do so.

In this Britain might well take a lesson from the U.S. in the 1960s. The racial problem in the U.S. was both far more serious and far more extensive than it has ever been in Britain. Yet the U.S. authorities decided to do their utmost to overcome it. It was not just President Johnson, but the heads of corporations and the university professors who determined to make war on racial discrimination—not only because it is immoral, but also because it is against the principles of the constitution and the declaration of independence.

The U.S. did not rely on exhortation; it used the full force of the law, at times even introducing reverse discrimination in favour of the disadvantaged. There may have been some slippage since, but the racial problems that loomed so large in the mid-1960s were at least shown to be manageable.

Police burden

No comparable effort has ever been made in Britain. Yet until that happens we should not be surprised by a repetition of the events in Brixton. The British failing has been to regard race relations as a side issue generally treated under the emotive head of immigration. The fact is that mass immigration belongs to the past. The issue now is living together. That demands a determination on the part of the Government to use the law to end discrimination and to devote financial resources to removing some of the more obvious causes of racial tension; otherwise we shall be stuck with the culture of the ghetto.

Not least, the present situation places a wholly unfair burden on the police. Their business is the prevention and detection of crime, not race relations. The latter is a matter for government, and for society as a whole.

Divided counsels in Germany

THE LEADING West German economic research institutes yesterday gave bad marks to the Government, the Bundesbank, and to trade unions and employers for their management of an economy that has been faltering for some time. But their criticism fell far short of an economists' revolt such as has been seen in Britain. At bottom, the institutes accept the basic principles guiding the policy-makers, but feel that there should be differences of emphasis.

The argument revolves mainly around the exchange rate, which came under pressure as the West German current account swung into heavy deficit last year. The outflow on trade and invisibles amounted to DM 28bn (about £6bn at the present exchange rate) and in the opening month of this year, partly as the result of exceptional factors, it was still tending to grow. The Bundesbank reacted by pushing up interest rates in order to support the D-mark by attracting capital inflows. The immediate result was to strengthen the currency. It is back at the top of the European Monetary System despite the oil-induced current deficits.

Criticism

Since this coincided with a period of low domestic demand, the Bundesbank ran into heavy criticism, especially from the Social Democratic Party of which the Chancellor, Herr Helmut Schmidt is a member. While not going as far as some of the critics, Herr Schmidt also had his reservations.

Now the research institutes have spelled out their reasons for being critical of what the Bundesbank has done. In essence their argument boils down to a warning that the central bank is in danger of perpetrating overkill. They argue that an inflation rate that is low by international standards, added to the decline of the exchange rate vis-a-vis the dollar, is improving the competitiveness of German exporters and that the current account will, later this year, begin to improve, however slowly.

Questions about the level of German interest rates also have been raised by M. Raymond Barre, the French Prime Minister, in a letter to Herr Schmidt. Given the prestige value usually attached to exchange rates, Paris has a very obvious reason for looking critically at what has been done in Frankfurt: within weeks of having to face the electorate, President Valery Giscard d'Estaing cannot be overjoyed to see his franc knocked off its perch at the top of the EMS. Nonetheless, M. Barre's criticism contrasts oddly with last week's announcement of a great collaborative Franco-German venture to go to world capital markets for funds to stimulate the two economies.

Inflation

The President of the Bundesbank, Herr Karl Otto Poehl, is operating from a position of strength in the debate about interest rates. The Bundesbank's independence is no mere dead letter: Herr Poehl does not have to take orders from Bonn when interest rates are set. So the last monthly report from the Bundesbank has to be taken seriously when it says that allowing the D-Mark to slide, if only by benign neglect, would risk dragging the economy into an inflationary spiral. The first twist would be given by the increased price of imports.

That really is the classic German position. It is shared, in principle at least, by the Bundesbank, the Government, and the institutes. The Bundesbank sees control of inflation as the key to prosperity: the Government is a bit more worried by unemployment and the need to finance budget deficits cheaply on the capital market. The institutes are looking for a compromise that will stimulate domestic activity without risking the spiral of which the Bundesbank is afraid.

Uncertainties

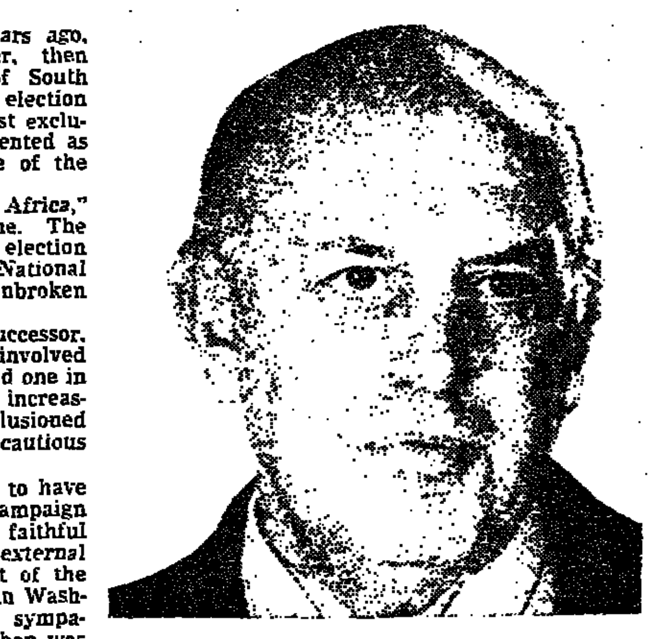
For the outsider, two points deserve to be made. Nobody stands to gain from a severe acceleration of inflation in Germany. Quite apart from the political implications, it will only make it harder to control the disease in other countries.

As regards the exchange rate, a strong or slightly rising D-Mark should assist exporters in other countries—just as the weakness of the D-Mark last year seems to have given a boost to export order books by German industry last year. But strong swings of the pendulum either way would add unnecessarily to the many uncertainties plaguing international traders, bankers, and Governments alike.

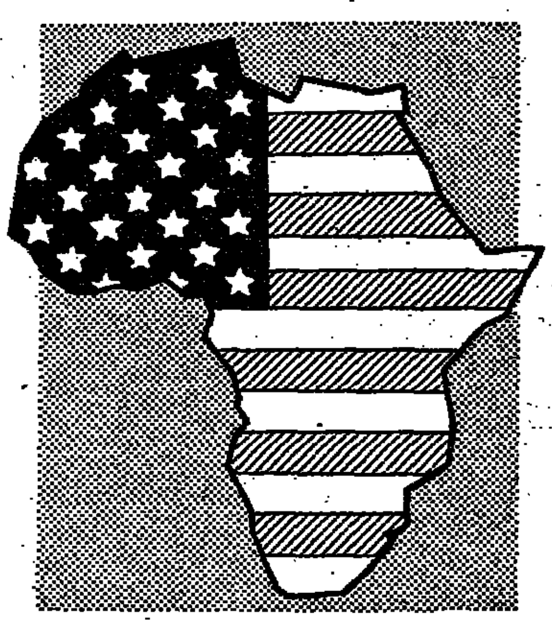
SOUTH AFRICAN ELECTIONS

Reagan complicates the issues

By Quentin Peel in Johannesburg



WITH U.S. policy towards Africa still in its formative stage, the visit of Mr. Chester Crocker, the Assistant Secretary of State-designate for African Affairs, takes on special significance. Today he arrives in South Africa, where Mr. P. W. Botha (left) is involved in a General Election campaign in which U.S. attitudes to Africa will play a key role.



LESS than four years ago, Mr. John Vorster, then Prime Minister of South Africa, fought a general election campaign focused almost exclusively on what he presented as the interfering attitude of the U.S. Government.

"Hands off South Africa," was his campaign theme. The result was the largest election victory won by his National Party in 30 years of unbroken rule.

Today Mr. Vorster's successor, Mr. P. W. Botha, is also involved in a general election, and one in which his electorate is increasingly confused and disillusioned with his policies of cautious racial reforms.

He would dearly like to have an equally simple campaign theme to unite the faithful against some obvious external threat. But the advent of the Reagan administration in Washington, clearly more sympathetic to South Africa than was President Carter, has undermined that option.

"Better relations with Washington are something of an embarrassment in the present election," according to one leading Afrikaner Nationalist commentator.

It is perhaps understandable, therefore, that when Mr. Chester Crocker, the U.S. Assistant Secretary of State-designate responsible for African Affairs, arrives in Pretoria tonight, he may be given something less than the enthusiastic reception he might have expected.

Mr. Botha is still campaigning on the issue of external pressures—what he and his military advisers term the "total onslaught" on South Africa — and appealing for national unity behind a "total national strategy." Thus the initial euphoria in the South African Government which greeted Mr. Reagan's election is suddenly being tempered with caution.

Electoral strategy is only one reason for the caution. Another is a natural suspicion of administrations in Washington.

"The truth is that Mr. Crocker faces the awe-inspiring task of finding a middle way between almost diametrically opposed views in black Africa and in the white-ruled South. On his trip through Africa so far, he has been left in little doubt about African suspicion of his government's intentions towards Pretoria.

Opposition to the racially-based policies of the South African Government is the one issue, above all others, which unites black Africa, in spite of ideological differences. Even among pro-Western states, that opposition enjoys a higher priority than any perception of a global anti-Communist struggle.

African leaders are therefore looking to Mr. Crocker to propose ways firstly of persuading South Africa to withdraw from the disputed territory of Namibia (South West Africa), and secondly of putting pressure on South Africa to change its domestic policies. U.S. concern about the presence of Cubans and Soviet advisers in Angola and Ethiopia is seen as a much less important issue.

The African states are particularly concerned at the Reagan Administration's intention to repeal the Clark amendment, which prevents any assistance being given to the Unita guerrilla movement in Angola fighting against the Angolan Government and its Cuban allies. "This would be a travesty of democracy if the U.S. should be seen to destabilise the government of another country, even if they disagree with its policies," Mr. Archie Mogwe, the Foreign Minister of Botswana, said in a recent interview with the Financial Times. "If the U.S. decides openly to support dissidents, we will not hesitate to express our disapproval."

On the other hand, the South African Government hopes — and expects — the new U.S. Administration will see the anti-Communist struggle in Africa as its greatest concern. More than any specific objective, and in spite of the election rhetoric, Mr. Botha wants to be accepted by the U.S. as a valued ally in the global anti-Soviet struggle.

There are several specific moves which the South African Government hopes to see, sooner or later, from Mr. Reagan.

Although they would ideally like to see the U.S. ignore the UN arms embargo, they more realistically hope at least for a relaxation of the "grey area," allowing the South African security services to buy electronic equipment and vehicles, although not weapons as such.

Another major gesture the U.S. could make would be to relax its effective embargo on the supply of enriched uranium to South Africa, imposed because of Pretoria's refusal to sign the nuclear non-proliferation treaty. Although a uranium enrichment plant is being built at Valindaba, outside Pretoria, it is not expected to be in production in time for the commissioning of the country's first nuclear power plant at Koeberg, in the Cape province.

Finally, better inter-government relations could do much to revive U.S. investment in and trade with South Africa, allowing the U.S. Eximbank more latitude to give cre guarantees on U.S. exports, a encouraging U.S. banks to le money more freely to So African Government a government-related agencies.

All those specific gestu amount to substantial carr which Mr. Crocker could o the South African Governm in exchange for a settlement Namibia. He can also publi express his support for Botha's racial reforms although such a statem might simply harden white c servative opposition to moves. But there is reason doubt that such induceme may still not be enough fo settlement.

The African states Southern Africa and especia Angola, regard a Nami settlement as urgent, in spite the failure of the Geneva c ference in January.

But South Africa's attitu appears to have hardened. the one hand, military comm ders make no secret of th dissatisfaction with the plan for a ceasefire betwe South Africa and the Sou West Africa People's Organi tion (SWAPO), arguing that is unworkable. On the oth many government leaders ma no secret of their fears abo the repercussions of a Sou African withdrawal fr Namibia on domestic politics the Republic.

Thus whereas Mr. Crock needs swift and tangible mo ment towards a Namibia sett ment to give his African poli credibility in black Africa a allow him to forge closer re tions with South Africa in oth spheres. Mr. Botha's prioriti are likely to be different. I is likely to want to concentra on domestic issues in the wa of the election, uncomplicat by fears of a backlash over Namibian settlement.

Washington worries about Cubans and minerals

By David Buchan in Washington

HISTORIC OPPORTUNITIES—and pitfalls—have opened up for South Africa with the coincidence of Conservative governments in both Washington and London. It gives Pretoria "its best shot for years, perhaps for ever, of a sympathetic hearing in the West," says one experienced State Department official.

It could even be that in the same way that Mr. Nixon carried the Republican right-wing with him over China, that President Reagan may be placed to push South Africa towards external concessions.

By the same token, should the Botha Government or any successor just sit pat, it will condemn South Africa to renewed isolation and the Reagan Administration to certain failure in Southern Africa.

The Reagan Administration still insists its Africa policy is under review, but its goal is clear: to secure for the West an Africa full of strategic minerals but free of trouble-making Cuban troops. Whether its initial moves are the right way to achieve this goal is another matter.

But it has already discovered that it is not this simple. Nigeria, the second largest U.S. oil supplier, has led the angry reaction from black Africa to Mr. Regan's overtures to South Africa. And the Administration has been forced to concede that, in the long term, black Africa is as vital as South Africa.

Without question, Mr. Reagan means to have better relations with South Africa. His head and his heart incline him that way. He has a nostalgic view of South Africa as a staunch ally of the past — perhaps overlooking the ambivalence of certain Afrikaans leaders during the Second World War — and a keen sense of South Africa's importance as supplier of defence-related minerals

South Africa anti-Communist rhetoric also attracts Mr. Alexander Haig, the Secretary of State, who tends to see Southern Africa through the same East-West lens as his one-time patron, Dr. Henry Kissinger, did.

The "pay-off" for being "nice" to South Africa would, of course, be for it to agree to let proper elections be held in Namibia and let independence follow there. There are some in the Reagan Administration who claim they have no ideological hang-up about Mr. Sam Nujoma and his SWAPO movement winning.

The problem, Administration officials say, is how to get the South Africans to swallow SWAPO. "As long as there's a sincere and honest effort being made (by South Africa), we should be trying to be helpful." Mr. Reagan has said. And there is every reason to believe he would back this up with a U.S. veto on any UN security council move to impose economic sanctions on South Africa

Over the years, the U.S. has imposed a raft of restrictions on dealings with South Africa. Mr. Reagan could hold out their piecemeal dismantling as inducements to Pretoria to change its ways.

The most convenient to scrap would be those administratively imposed on computer sales to any part of the South African Government which might use the machinery to support apartheid, on aircraft which might possibly find their way to the South African security forces, on any equipment going directly to the security forces, and on financing by Eximbank (the U.S. Export-Import Bank) for any U.S. sale to the South African Government.

For all his expressed empathy with white South Africa, Mr. Reagan has never for one moment condoned its racial policies. Nor, as leader of a multi-racial country, could he. All the U.S. trade restrictions on South Africa, with the possible partial exception of the nuclear ban, have been imposed directly as a result of apartheid.

The Administration is well aware that although South Africa may provide a large share of U.S. chrome, manganese, and vanadium needs, black Africans countries account for a large portion of other U.S. needs.

Zaire and Zambia are by far the the biggest suppliers to the U.S. or cobalt, a metal used in the manufacture of jet engines and one which the U.S. Government has decided to make its first priority to stockpile. Likewise, South Africa has no oil or gas to offer, but Nigeria and Angola

The Administration has been made well aware of this reality, in the reaction to its request to Congress to lift the so-called Clark amendment on U.S. aid to guerrilla movements in Angola, in particular the Unita group led by Mr. Jonas Savimbi.

Some in the Administration are very sympathetic to Mr. Savimbi's continued fight against the Luanda Government and its Cuban backers. They are clearly tempted by the thought, however remote, that with sufficient support from the outside, Uni might drive its opponents in the sea.

But the message which M Crocker is apparently taking Launda this month is that th U.S. has no intention of armin Mr. Savimbi to the teeth, eve if Congress allows it to. Rather it wants the Angolan Govern ment to come to political term with Mr. Savimba and his Unit forces.

American business does no want the Angolan apple car upset. Gulf Oil, whose rig in the Cabinda enclave ar effectively guarded by Cuban troops, has openly lobbied o Capitol Hill against the reappea of the Clark amendment Neither are other companies such as Exxon or Texaco, happ about the Administration' move.

Several major U.S. banks have been lobbying behind the scenes out of concern that r row between the U.S. and black Africa over Angola could jeopardise their interests elsewhere, such as Nigeria.

MEN AND MATTERS

A new lease of lifes

The list of life peers announced yesterday reflects nervousness on the part of both Conservative and Labour parties about the emergence of the Social Democrats. One of the prime influences in the choice of the new peers has been the need to avoid by-elections that might give the new party a chance to prove its mettle.

Politicians have been recalled from retirement to take their places on the red benches of the Lords—rather than offered retirement there from the hurly-burly of the Commons.

But Michael Foot has managed to make a more positive point about the survival of the Labour Party in his recommendations to the Opposition benches.

In Jane Ewart-Biggs, widow of the British Ambassador to Dublin who was killed by the IRA, the Opposition Leader has found an appealing and loyal figure to set against the party's disillusioned defectors.

"Their MP is probably holding a surgery!"

Only last week, in a letter to The Times, Ewart-Biggs—whose political views had for a long time to be diplomatically unobtrusive—spoke out strongly for Labour Solidarity. "The party for which Labour supporters have been voting in successive elections as the one representing their convictions . . . is still there," she said. "It has not disappeared nor have those supporters been abandoned by it."

Realism and tolerance would continue to be its watchword, she insisted bravely.

The same kind of loyalty is shown by John Mackie, the former Agriculture Minister, whose Liberal brother Lord Mackie of Benshie preceded him to the Lords.

From a Scottish farming family—another brother Maitland is Lord Lieutenant of Aberdeenshire — Mackie has twice in his political career found himself among a besieged minority in the Labour Party.

When he entered the Commons in 1959, he was a close friend of Nye Bevan. Some ten years later, he was among the party's most fervent—and criticised—pro-Marketeers.

Mackie gave up his Enfield East seat in 1974 after winning a vote of confidence for his views in his constituency party. But he is still eager for the fight against the auld enemy.

House rule

Though some Tory and Unionist MPs may be difficult to restrain, Leader of the Commons Francis Pym hardly needs counselling with caution in deciding what to do about the election last week of convicted terrorist Bobby Sands as MP for Fermanagh.

Pym is not only attuned to the moods of Northern Ireland from his spell as Secretary of State, he has also been studying the precedents for expelling an MP from the Commons.

When the Commons last voted out an MP in 1954, after his conviction for forgery, the event caused little fuss. But the history of Parliament is rich with cases in which the Commons lived to regret such a move.

The scurrilous John Wilkes, expelled for seditious libel in 1764, was constantly returned by the voters of Middlesex and won a place in history as a champion of press freedom. A Commons resolution to keep him out as an "unfit person" was eventually expunged from the Commons journal as "subversive of the rights of the whole body of electors in this kingdom."

Charles Bradlaugh, nearly a century later, became a popular hero in the fight against his expulsion for refusing to take the oath.

Out of stock

There is precious little about the Hedderwick debacle to raise a smile. But some benefit, however small and unsought, does appear to have accrued to Quilters on the fateful Friday. So close were the two firms to consummation of their proposed merger that Hedderwick's equity men bounced on to the Stock Exchange floor that day dealing for Quilters and, presumably, making a short-lived contribution to their expected foster-parent's profits.

Hedderwick's gilts men, meanwhile, continue to seek a new home. It appeared last week that the 12-strong team might have found one with Williams de Broe Hill Chaplin, but, said senior partner Sir Anthony Salt yesterday, discussions had now been "discontinued."

Paw investment

Almost purring with unexpected pleasure, theatre producer Cameron Mackintosh tells me that advance bookings for the new Andrew Lloyd Webber musical "Cats" already amount to £400,000. "No guarantee of success, of course," Mackintosh cautions, "but a very much healthier start than most plays get."

It is a rare sign of returning confidence in the West End. The Trevor Nunn-directed musical, based on T. S. Eliot's poem sequence Old Possum's Book of Practical Cats, has its first preview next week and is not due to open at the New London Theatre until May 11.

More than £200,000 of the advance bookings have been guaranteed by the smaller, independent theatre agencies which have not offered co-operative support on such a scale for many years.

"It was once common practice," says the group's chairman Ted Motchman, "but it just seemed to die out." Four or five agencies got together three years ago to provide guarantees for the Tim Rice-Andrew Lloyd Webber hit musical "Evita"—and that seems to have generated the wider interest this time.

"I think it's a good system," says Motchman. "The guarantees help give the play a real chance to establish itself. And with stock on the shelf, so to speak, the agencies have every incentive to get up and sell it. The risk is well spread. And it's calculated."

Well-travelled

The Stock Exchange was stripped of another vestige of economic empire yesterday with the cancellation of the listing of the colourfully-named City of Buenos Ayres Tramways Company (1904) Limited.

But while the move renders even more faded the memory of far-flung industrial glory, shareholders have done relatively well out of a voluntary liquidation begun in the mid-sixties. The tramways themselves were nationalised shortly before the Second World War. The company's Board, led by the late Sir George Jessel, then pressed a compensation claim which has eventually yielded a repayment totalling 163p for every £1 share.

Observer

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Northern Ireland is unlikely to be the decisive issue of the Irish election, expected shortly. **Stewart Dalby** reports from Dublin.

Irish debts dent Haughey's prospects

MR. CHARLES HAUGHEY, the Irish Prime Minister, may not admit it, even to himself. Possibly he does not even believe it to be true. But he is one of the beneficiaries of the fact that a 27-year-old Provisional IRA man (serving a jail sentence for the possession of firearms and currently on a hunger-strike), has won a by-election in Ulster.

It is not that Mr. Haughey supports or condones the Provisional IRA, quite the reverse. It is not even that now more than half the electorate in Fermanagh-South Tyrone have supported a known gunman in a democratic process that a lot of long-held shibboleths go out of the window. (It was held, for example, that most of the Catholic population of Northern Ireland would reject the men of violence at the polls given the chance.)

It is merely that Mr. Bobby Sands' electoral victory in Fermanagh-South Tyrone constituency again puts Northern Ireland into the headlines and focuses attention on what for most Irishmen and women is an intensely-felt national issue.

The headlines are where Mr. Haughey wants Northern Ireland to be because it is very probable that before long there is going to be a general election. That is for Mr. Haughey to decide: he does not have to call a poll until the summer of 1982. He made no mention of an election in his two-hour presidential address to the annual conference of his ruling Fianna Fail Party over the weekend.

But you can now get very short odds indeed in Dublin that the election is going to be in May or June. You will get longer odds that it will be in September and very long odds that the Prime Minister will hang on until 1982.

Elections in Ireland have been won or lost on two basic issues, Northern Ireland and the economy. It often comes as a surprise for visiting Englishmen and women to discover how deeply-held is the Nationalist question and how widespread is anti-British feeling. Often this feeling is latent and not fully thought out.

Over the weekend, for example, I spoke with a lot of young people who have never been to Northern Ireland, who would never condone the violent methods of the IRA, but who nevertheless were full of glee that Bobby Sands had been elected. Even delegates at the Ard Fheis (annual conference) were chuckling at the prospect of Mrs. Margaret Thatcher, the British Prime Minister, having to expel Mr. Sands from Parliament. As one senior party man put it to me, "that's really one in the eye for your Mrs. Thatcher."

The situation is almost analogous to that in a Third World country, where whenever the Government's economies become too painful, it embarks on a foreign adventure or claims it is being invaded.

It is often said that in the hypothetical case of Ireland being reunited overnight, Fianna Fail would no longer need to exist. It calls itself the Republican Party. It was founded in 1927 by Eamon de Valera and others who opposed the treaty partitioning Ireland into the Free State (later the Republic) and the six counties of Ulster. Reunification is gospel and the party, with two four-year interludes, has been in power since 1932.

If you were a Mr. Haughey supporter you could claim he has done well over Northern Ireland. He came to power 18 months ago with a reputation as a tough Republican. But he is the classic case of the poacher turned gamekeeper. He has co-operated with the British Government over security. He has refrained from making political capital out of Mrs. Thatcher's problems with the hunger strikers and more recently over Mr Bobby Sands, and although he predicted that the British Government's attempt at internal devolution would fail, as it did, he did not gloat.

In return, Mrs. Thatcher visited Dublin along with a bevy of her senior ministers and signed a joint communique with Mr. Haughey. Mr. Haughey claimed this summit was an "historic breakthrough" in Anglo-Irish relations. It led to the setting-up of joint studies to look at areas of mutual interest, including new institutional structures. Constitutional matters, it appears, are not being discussed; nevertheless the co-operation is at a sufficient level to have thoroughly frightened sections of the Protestant community, not least the Rev. Ian Paisley and his Democratic Unionist Party.

Mr. Haughey could, with some justice, claim to have shifted Anglo-Irish relations to a new plane. He will try to make Northern Ireland the issue at the general election. If he were fighting the contest in 1961 and not in 1981 he would probably romp home.

The polls show that Mr. Charles Haughey, the Irish Prime Minister (left), stands only an even chance against his Fine Gael opponent, Dr. Garret FitzGerald (above). But will Bobby Sands' victory in Fermanagh last week sway voters south of the Border?

But potent though Northern Ireland remains as an issue, all of the evidence of the polls is that in recent years, as Ireland has enjoyed the comparative wealth which membership of the European Common Market has brought, the economy has become the decisive issue at election time.

Here Mr. Haughey is not holding any decent cards at all, as they say. Ireland has a small open economy. Two-way trade is equivalent to more than the Republic's gross national product. Also, it has new energy sources of its own. More than 80 per cent of its energy is imported and 70 per cent of its energy is in ever more expensive oil. When there is a world recession and an increase in oil prices or both, Ireland goes into an economic tailspin. It is very much a matter of the industrialised countries sneezing, and Ireland catching a cold.

At the end of February inflation was running at 21 per cent on an annual basis. By December it will probably be somewhere between 15 and 18 per cent. Unemployment, with 126,000 on the register, is over 10 per cent and could rise further. The economy did not grow at all in 1980, and will show minimum growth this year. Real incomes have dropped in the past two years.

When Fianna Fail was returned to power in 1977 it set about implementing its give-away election pledges. Domestic rates were abolished, road tax went, taxes were cut, public spending increased, and there was easy credit. It did seem that the Irish economic miracle had arrived. Came the recession, however, and the high expectations were punctured. Moreover, the cost of stoking the economy at a time when it was coming out of a recession has been high. Many economists are now thoroughly alarmed at Ireland's profile.

The public sector borrowing requirement this year is forecast to be 13¼ per cent. Figures for public spending, out last month, make it clear that unless remedial action is taken, this target is going to be missed by a mile. Extrapolating from these first quarter figures, the PBSR looks like being I£1.6bn or 18 per cent of GNP. The GNP of Ireland is slightly less than I£9bn. As one economist put it: "It may not sound much, but to get an idea of what it means in a British context, multiply by 20. You get a public debt of £32bn, and Mrs. Thatcher is putting the economy through agonies over £8bn or £9bn."

Related to the Government's debt is the balance of payments. This year the deficit on current account is being forecast as I£1.3bn. In 1980 it was over I£700m, but in 1978 it was only I£156m. That figure was easily covered by invisible earnings, notably tourism.

In the past three years, Ireland has been running a deficit equivalent to 10 per cent of its GNP. The country is having to borrow to pay off these deficits. To many economists it adds up to a terrifying picture of another Italy. The country is becoming hopelessly in debt and something will have to give. There may have to be deflation or a devaluation of the currency.

The Government has argued that the situation is not that bad. It says that what it is doing is similar to what the Coalition Government did between 1973 and 1977. It is borrowing and spending during recession to ensure that living standards do not fall and the people do not suffer too much.

In the words of Mr. Haughey's presidential address: "In the midst of world recession, unprecedented in its severity we have concentrated on bringing the economy safely through. Practically alone among the countries of Europe we—have succeeded in maintaining growth through the recession."

Roughly translated, this means the situation is bad but it would be a whole lot worse if the Government were not getting more and more into debt. The idea is that when the world economy picks up, the Government starts cutting its debt. This is in fact what the Coalition Government did. Dr. Garret Fitzgerald, the leader of the main Opposition party Fine Gael, was Foreign Minister in the coalition. The polls give him an even chance of becoming the next Prime Minister.

At one stage its PSBR stood at 16 per cent and it was reduced to nearly single figures by the time the coalition was turned out of government. The difference today is that Ireland then had a parity link with sterling and was effectively part of a much larger currency and payments deficits did not matter so much. Since 1979, however, Ireland has been part of the European Monetary System. Being part of a *de facto* fixed exchange rate system means greater financial discipline. Ireland is not showing that discipline and unless it changes course it is going to get into trouble with its debts, particularly its foreign debt which now stands at a high I£3bn.

The dilemma for Mr. Haughey has been whether to impose the deflation which virtually every economist of note thinks is necessary, and thus almost certainly lose the election. He has chosen the opposite course of trying to spend his way out of trouble. He may still lose the election, but if nothing else, it should show that the Nationalist issue is no longer the clincher. This, in turn, has important ramifications for Ireland's dealings with Britain, Northern Ireland and the rest of the world.

Letters to the Editor

This obnoxious measure

From Mr. P. Tillett.

Sir,—Your leading article (April 9) on the special levy on the banks displays some ingenuity in trying to concoct a completely new rationale for this obnoxious measure—one which has not in fact been propounded by the Chancellor. It is, you say, a tax on "a form of monopoly income." But your argument does not stand up under scrutiny.

To justify a special tax on monopoly income, it is necessary to show that a monopoly exists and that the holders of the monopoly exploit it to earn an excessive rate of return for themselves. You do not attempt to show either.

There is no monopoly in banking. The clearing banks face vigorous competition across the entire range of their activities, both from each other and from other institutions.

You imply that the fact that no bank chooses to pay interest on current accounts is evidence of lack of competition. There is no doubt that the practice of *undercharging* for money transmission services instead of paying explicit interest on balances causes bank profits to be more cyclical, but there is no reason to suppose that it increases profitability over the cycle as a whole, or that it works to the detriment of customers generally. And while non-payment of interest is universal, there are major divergencies between the charging tariffs of different banks. In view of the Government's efforts to stimulate competition in money transmission by setting up the Giro and sponsoring the development of the TSBs it is significant that these institutions neither pay explicit interest nor (in contrast to the clearing banks) pay implicit interest by abating charges by the value of balances.

As for excess profits, it remains the case that neither you, the Chancellor, nor anybody else has demonstrated that—once due allowance has been made for the cyclical behaviour of bank profits, for the effect of inflation, and for the impact of a discriminatory corporation tax regime—the banks' rate of return is any higher than that of industry generally, or any higher than that of banks overseas. Indeed, the Treasury has just admitted in a Parliamentary answer that it possesses no information on the banks' real rate of return over time.

The retrospective character of the levy is in no way justified by the fact that the banks were "warned" that the tax was under consideration. People and institutions should be able to act in the knowledge of the law passed by Parliament, and not have to anticipate the uncertain intentions of Ministers.

Paul Tillett,
Public Affairs Unit,
Committee of London
Clearing Banks,
10 Lombard Street, EC3.

Pension schemes

From the Joint Parliamentary Under Secretary of State, Department of Health and Social Security

Sir,—When Christine Moir reported (March 25) on the City capital market committee's paper on occupational pension schemes she referred to a speech I gave at a conference of the Society of Pension Consultants last November, when I touched upon member participation in the management of pension schemes and the dissemination of information about pension schemes to their members.

I am sure that few would dissent from the proposition that participation and openness in pension schemes are desirable objectives. Ministers have commended several initiatives designed to encourage the spread of good practices, whether they embrace the provision of information to the members of pension schemes or the greater involvement of employees in the management of their schemes. But the Government's view is that it should be possible to achieve these objectives without recourse to the heavy hand of legislation. I appreciate that the committee suggested that the legislation it favours would be "comparatively simple," but I wonder if it has heeded the words of Lord Denning in a recent pensions case when he said of occupation pension schemes, "they are complicated beyond belief."

New legislation would inevitably have to spell out not only the duties of trustees, but establish as clearly as possible the way in which the principle of member participation was to be implemented. It would also have to deal with the form and content of the disclosure of information requirements and provide for the supervision of the requirements, with attendant penalties for non-compliance. The appointment of pension schemes "inspectors" seems to be no more than a proposal to extend the present role of the Occupational Pensions Board. The case for that has not, I suggest, been established. We must avoid the temptation to produce new pensions legislation, which could be an unnecessary burden on employers and others concerned with the administration of pension schemes. This burden could become intolerable and inhibit the growth and even the continuance of good pension schemes.

Employers, pension scheme administrators and the representatives of employees must be given the chance to agree upon arrangements which are acceptable and appropriate to a particular company or industry. I am sure that with encouragement we shall see a continuance of the positive progress which has been made in recent years.

(Mrs.) Lynda Chalker,
D.H.S.S.
Alexander Fleming House,
Elephant and Castle, SE1

Opencast coal

From the Chairman,
Opencast Executive,
National Coal Board.

Sir,—There is not an "insatiable desire"—which Mr. Napier (April 8) alleges—by the National Coal Board to increase opencast output. The Board has successfuly achieved the "Plan for coal" objective agreed by Government of 15m tonnes in a year, and over the next few years we expect opencast output to be established at about this level.

It must surely be wrong to imply that the Board should adopt a strategy based on the depressed energy demand figures he quotes for 1980 and more recent months—the period in which the recession has severely affected the entire UK economy. To advocate the cessation of low-cost opencast production in this way is to suggest that there will be no recovery from the world recession in the foreseeable future—and that British coal demand will remain depressed in spite of the political and industrial problems affecting the other coal-producing countries.

The Board does not take his pessimistic view of the future. Our strategy is to ensure that Britain can continue to rely on secure suplies of indigenous coal, with imports—a great deal of which is opencast coal from other countries—brought down to an irreducible minimum. We are proceeding with plans to develop efficient deep-mined coal production, with maximum benefit from low cost marginal output; and to maintain profitable opencast prodction (which represents about 12 per cent of the total).

We do not share Mr. Napier's views that coal exports (which we are increasing) are bad for Britain or that agriculture and coal mining canot progress together as the nation's two essential basic industries.

Donald Davies,
Hobart House,
Grosvenor Place SW1.

Insurance staff pay

From the Controller,
Personnel Services,
Royal London Mutual
Insurance Society

Sir,—I am writing with reference to the report (April 9) regarding the pay settlement agreed between the Society and the Royal London Mutual branch of the Association of Scientific, Technical and Managerial Staffs.

Notwithstanding that the body of the report gives brief and correct details of the main aspects of the settlement, we feel that the headline in particular—"Insurance staff accept 15.1 per cent pay package"—is open to misinterpretation. I should therefore like to clarify the details.

The increase in salary scales agreed under our 1981 pay settlement is 12 per cent effective from June 1, 1981. In addition, we have agreed a once-only special payment equal to 12 per cent of basic salary for the months of April and May 1981. This is effectively a 2 per cent payment on pre-settlement salary levels, and does not result in any adjustment to actual rates of pay under our salary scales.

Coincidentally with the implementation of the 12 per cent increase under the 1981 pay settlement, our salary scales are scheduled for an adjustment of 1.1 per cent which is the consolidation of a bonus payment already made, and which was agreed last year as part of the 1980 pay settlement. This aspect was not a matter for negotiation this year and it would be wrong to regard it as part of the "package" negotiated in 1981.

Thus, since our 1981 pay settlement will not add 15.1 per cent to our salaries either within the calendar year 1981 or within the salary review year extending from June 1, 1981, you will appreciate our concern regarding misinterpretation.

R. J. Wilton.
Wellington House,
90-92, Butt Road.
Colchester, Essex.

Improvement in production

From Mr. R. Cooke-Hurle.

Sir,—I refer to the letter (April 10) from Messrs. Gibson and Weale, and specifically to their assertion that sterling is "over 40 per cent overvalued" and "we cannot conceive . . . improvements in relative productivity . . . which could hope to eliminate this over a few years." This surely encapsulates a fundamental weakness in our economic performance, and in many of the academic solutions proposed, in that it assumes problems can only be mitigated, not solved.

It needs to be stressed that not only are such productivity improvements conceivable, but they are starting to happen and must at all costs be encouraged to continue if the economy is to flourish over the next 20 years. One could cite examples from private industry of the fundamental changes that are happening, but instead let me quote the maligned state sector: it has been reported in only the last few days that the Port Talbot and Llanwern steel works have improved labour productivity from 10 manhours per tonne to about 5 (100 per cent productivity improvement) in just 18 months, to match the best in Europe and the average in Japan; and I recall figures that the automated BL Metro asembly line is manned by about 400 people, versus 1,700 for comparable output on the old facilities.

It is crucial that such changes permeate British industry if we are to have an economy able to sustain in the long term the social and welfare costs to which a compassionate society should aspire. Like most things in life however it involves a cost, which in this case is the appalling and terrible unemployment which is accompanying the changes taking place. It is astonishing that those politicians, academics and industrialists who for years have called for productivity improvements should be surprised by the accompanying unemployment, since one was bound to be the consequence of the other: we read often of the benefits of the North Sea being squandered—but surely it is legitimate to regard use of North Sea revenue to fund current expenditure as an investment, in the sense that without such resources it would be impossible to fund the social costs that have to be met during the current period of transition, to mitigate to some extent the tragedy of unemployment.

Without such resources the fundamental and desperately needed restructuring of our economy would truly not have been conceivable.

R. E. Cooke-Hurle,
6, Manchuria Road, SW11.

Today's Events

GENERAL

UK: Mrs Margaret Thatcher leaves for India and Middle East.

Address by Mr. Jim Robinson, honorary president, Banking Insurance and Finance Union, delegate conference, Blackpool.

Publication of House of Commons Committee report on continuing costs of Concorde.

London Transport bus engineers' pay claim.

Nurses' pay talks.

Sir Peter Parker, British Rail Board chairman, lectures on "Challenge of Unemployment." Royal Institute of British Architects, London.

Sir Harold Wilson, MP, launches War on Want Campaign against unemployment, Royal Scot Hotel, London.

Labour Party Greater London Council election campaign—Nationality Bill, County Hall, London.

City of London Corporation luncheon in honour of Mr. Ilie Verdet, Prime Minister of the Socialist Republic of Romania, Mansion House, London.

Overseas: Second and final day of European Central Bankers meeting, Basle.

PARLIAMENTARY BUSINESS

House of Commons: Transport Bill, remaining stages.

House of Lords: Local Government (Miscellaneous Provisions) Scotland Bill, second reading. Harbour (Transport of Live Animals) Bill, second reading. *Debate on the Government's* policy on El Salvador.

Select Committees: Armed Forces Bill. Witnesses: Officials from the Ministry of Defence (Room 5, 4 pm). Employment. Subject: Homeworking. Witnesses: TUC (Room 8, 4 pm). Foreign Affairs. Overseas Development Sub-Committee. Subject: The role of British aid in the economic development of Zimbabwe. Witness: Lord Soames (Room 16, 4.15 pm). Procedure (Supply). Subject: Supply procedure. Witness: Mr. Norman St. John Stevas, MP.

COMPANY MEETINGS

CCP North Sea Associates, *Institute of Directors, SW, 10.30.* CSC Investment Trust, 44, Bloomsbury Square, WC, 10.30. Change Wares, Winchester House, EC, 11. Grindlays Holdings, 23, Fenchurch Street, EC, 3.30. Rea Brothers, Winchester House, EC, 12.

Glaxo moves ahead to £35.6m at mid-year

WITH progress being maintained in most parts of the world, pre-tax profits of *Glaxo Holdings*, pharmaceuticals manufacturer, expanded from £30.32m to £35.6m for the six months ended December 31, 1980.

Profits for the whole of last year dropped by £6.15m to £66.09m.

Group external sales for the first half amounted to £330.9m *(£295.9m)* and included £99.6m *(£97.7m)* wholesaling by Vestric. Sales in the UK — excluding wholesaling — were up £16m to £65m, due to a combination of greater sales volume, price increases and changes in the mix of products sold.

Changes in foreign exchange rates, since the beginning of the current year, continued to put pressure on export profit margins, the directors state — exports *amounted to £71m (£60m)*. They reduced the sterling value of overseas subsidiaries' sales by £8m and the profits and net current assets of these companies by £5.4m, during the six months.

In the U.S. planned spending to build up the business continued, and efforts to achieve approval of Ventolin, the group's aerosol anti-asthmatic, should shortly result in its marketing. This will be a significant step forward for the American subsidary, the directors say.

The interim dividend is lifted from 3.5p to 3.75p net per 50p share—*last* year's final was 6p, and earnings are shown as 13.5p (11.5p) undiluted and 12.7p (10.9p) diluted.

Pre-tax surplus was struck *after interest payable less invest*ment income of £1.3m (£930,000), and included associates share up by £1m to £1.9m. This was due to better contributions from Japan and Nigeria.

	Six months 1980 £000	1979 £000
External sales	330,900	295,900
Trading profit	35,000	30,350
Associates	1,900	900
Interest	1,300	930
Pre-tax profit	35,600	30,320
Tax	12,250	10,200
Minority interests	570	620
Attributable	22,780	19,500

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HIGHLIGHTS

Lex looks briefly at the surge in Dollar interest rates and then discusses the company news stories of the day. **Glaxo** has produced profits of £35½, against £30m, and a higher dividend, while **Burton Group** has suffered only a slight profits setback despite the difficult retailing climate. The company is saying it should do better in the second half. ***Rugby Portland*** **Cement** managed to push its profits ahead by 12 per cent after an exceptionally-buoyant first half, but with declining cement demand prospects look limited. **Meantime Mercury Securities**, the S. G. Warburg banking group, proposes to sell its bullion-dealing subsidiary to a French company.

Triplevest revenue up £0.19m

The revenue of **Triplevest** for the year to February 28, 1981, rose to £1.7m compared with £1.51m, after all charges includ*ing tax up from £768,379* to £960,813.

The *directors* have declared a final distribution per 50p income share of 3.156 net making a total of 7.096p (6.271p plus a special distribution of 0.9401p).

The net asset value per £1 capital share at the year end was 479.25p (401p).

Insurers warn of difficult year

THE CHAIRMEN of two major *insurance groups warned yester*day of difficult trading conditions in 1981, with the underwriting account likely to deteriorate further.

Mr. Gordon Simpson, the chairman of **General Accident, Fire and Life Assurance Society** in his statement with the 1980 report and accounts, pointed out that *with the worst economic* depression since the 1930s, it was doubtful whether the group could maintain its underwriting performance in 1981.

Although he was looking for a significant contribution from investment income, he considered it imprudent to assume the present rate of growth could continue indefinitely.

As already reported, GA had *an underwriting loss in 1980 of* £27m compared with £18.2m in 1979, but its strong growth in investment income enabled it to improve pre-tax profits by 7 per *cent to £92.3m. The dividend was* lifted from 12p to 13.5p.

A more detailed analysis of underwriting results last year showed that the group cut UK *motor losses by half to £3.2m,* GA being the largest motor insurer in the UK. The loss on the Householders account was substantially reduced, with increased premium rates being offset by a higher incidence of burglary claims.

Referring to investment policy last year, Mr. Simpson said that investment in the UK of general insurance funds was concen*trated on longer dated gilts*, but with selective purchases in equities where the share price more than adequately discounted future difficulties in trading con*ditions. In the U.S., investment* was concentrated on bonds, but with selective investment in common stocks.

Total premium income of the *life* subsidiary, Yorkshire-General in 1980 amounted to £56.3m and the fund rose by £29.5m during the year to £432.2m. Total long-term funds of the group at the end of *1980* amounted to £634m.

At the annual meeting of the **Commercial Union Assurance Company**, Sir Francis Sandilands, the chairman, warned that underwriting results in 1981 *would continue to deteriorate.*

Most of the major insurance markets were adversely affected by depressed economic conditions, intense competition for business and excessive market capacity, he told shareholders.

*High interest rates had per*sisted during 1980 and into 1981 and, while they should produce a further increase in investment income, they also tended *to discourage* and delay any major change for the better in these adverse underwriting conditions.

"We do not therefore foresee an improvement in our results during 1981, but, as I said in my *review* for last year, we can hope by the end of this year to see some signs of an improvement in market conditions generally."

"*The results for the first* three months of 1981 will be announced on May 12, and I can only say at this stage that, although growth is expected to *continue* at a *high level*, the underwriting experience, particularly in the United States and Canada, is likely to be much worse than it was during the corresponding period last year."

Second-half fall leaves Rugby Cement with £16.9m

AS EXPECTED, the substantial reduction in activity in the building and construction industry in the UK since the middle of *1980, meant that* second-half trading profits of the **Rugby Portland Cement Company** showed a significant fall on the corresponding period of the previous year.

At the pre-tax level, profits for the period dropped from £10.1m *to £7.53m, but the full-year figure* came through £1.75m higher at £16.86m, on turnover up £18m to £128.4m. Current cost taxable profits showed a £2.8m rise to £10.2m.

Although there are so far no signs to suggest that the market is improving in the UK, the increasing proportion of cement production based upon the more fuel efficient processes will make this difficult period more endur*able, the directors state.*

A brighter picture exists in Western Australia where there are signs of an upturn from the recent dull market conditions.

Historical cost UK profits for 1980 improved from £12.62m to £14.31m on turnover of £112.36m *(£95.5m)*, while the overseas performance eased slightly from £3.06m to £2.91m on £16.11m (£14.97m) turnover.

Including the release of a *£727,000* provision for UK stock appreciation relief, tax charge was down to £2.11m (£2.63m) and net profits rose from £12.48m to £14.75m. Stated earnings per 25p *share were up 0.7p to 13p and* the dividend is unchanged at 4.7p net with a same-again final of 2.5p.

On April 3, the company *announced that it was to cease* cement production at its Lewes works and in this respect, an extraordinary item of £0.92m has been charged being the provision, net of tax, for fixed assets and stores which will become surplus upon the cessation of production and other costs arising therefrom.

	1980 £000	1979 £000
Turnover	128,475	110,472
UK	112,364	95,503
Overseas	16,111	14,969
Trading profit	17,212	15,674
UK	14,307	12,617
Overseas	2,905	3,057
Inc. rcvd. & inv. inc.	3,528	2,488
Interest paid	3,865	2,968
Associates' loss	111	83
Profit before tax	16,864	15,111
Tax	2,110	2,630
UK	2,634	2,468
Overseas	203	162
Release of provision†	727	—
Net profit	14,754	12,481
To minorities	172	314
Extraordinary debit	920	—
Available	13,662	12,167

† For UK stock appreciation relief.

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DIVIDENDS ANNOUNCED

	Current payment	Date of payment	Corre-sponding div.	Total for year	Total last year
Arb'not Gvt. S.‡ 3rd int.	3.19	July 15	3.19	—§	12.76
Beradin Rubber	0.4	—	0.5*	0.75	0.76*
Brit. Empire Secs. int.	0.2	May 15	0.2	—	0.85
Burton Group int.	2	July 31	2	—	5.5
Edinburgh Inv. Tst.	1.12	June 25	0.93*	1.96	1.67*
Erith and Co.	2.75	June 8	2.5*	4	3.75*
Glaxo int.	3.75	June 19	3.5	—	9.5
Rugby Portland	2.5	July 6	2.5	4.7	4.7
Triplevest	3.16	April 30	3.1	7.1	6.27
Yorkgreen Inv.† 2nd int.	0.22	May 22	—	—¶	0.44

Dividends shown pence per share net except where otherwise stated.

* Equivalent after allowing for scrip issue. † On capital increased by rights and/or acquisition issues. ‡ Gross throughout. *§ Final of 3.19p forecast to make total of 12.76p. ¶ Making 0.4375p* to date in 18 months period—Final not less than 0.21875p forecast.

Commercial loss in Europe for Tricentrol

Tricentrol, the UK independent oil group which announced plans last month to hive off its non-oil and gas interests, has *lost nearly £1.8m in the* last three years through its commercial division in Europe.

The results of its European operations, which specialise in *heating equipment* and air conditioning, are included in the group's report and accounts published yesterday.

The accounts also show that tax exile chairman, Mr. James Lonford's salary has more than trebled to £93,000. Part of the rise reflects a change in Tricentrol's policy of remunerating its chairman, who was previously paid management fees through his interest in Opman International.

The contract between Opman and Tricentrol, signed in September 1971, was terminated in May, 1980.

Scottish European 'discount' plans

Scottish European **Investment Company**, an £8m investment trust, is putting the finishing touches to a set of proposals which "will substantially eliminate the discount."

It is understood that unitisation forms part of the plan and that the investment policy, which is directed primarily *towards European shares*, will be radically changed. Full details of the proposed measures will be sent to shareholders in the near future.

In a *statement* the directors said yesterday that they "are considering measures, involving a major change of policy, which would substantially eliminate the discount of the share price *to net asset value.*"

Floated in 1972 at 100p, Scottish European was one of several European trusts launched at the beginning of the 1970s on a tide of Common Market euphoria. Although in the early days their share prices often traded at a premium over net asset value, the European trusts subsequently came unstuck due to adverse currency movements, the vagaries of the dollar premium and sluggish European stock markets.

To make the problem worse the trusts quickly fell out of favour with investors and discounts widened.

Three of the others—Govett European (now Stockholders European), Scottish and Continental (now Murry Johnstone European) and New Court European (now New Court International)—have since been unitised and another, Sizewell European, has been taken over by Rothschild *Investment* Trust. Apart from Scottish European only F and C Eurotrust remains.

The Scottish European discount has been as high as 30-35 per cent in the *last* year *but* has narrowed recently. The shares closed last night at 42½p, compared with a net asset value of approximately 51p at March 31.

Rentokil

IN HIS annual review, Mr. W. H. Westphal, the chairman of **Rentokil Group**, says that although the directors do not expect an increase in profits in the first half of 1981, they are looking for a resumption of profits growth in the second half *of the year.*

As announced on March 7, 1980 pre-tax profits were some £0.27m lower at £12.76m on sales 12.1 per cent higher at £82.1m, *compared with £73.21m.*

Edinburgh Trust up

The gross revenue of the **Edinburgh Investment Trust** for the year to March 31, 1981, rose from £6.32m to £7.24m. The net revenue after tax, attributable to ordinary shares, came out at £3.4m compared with £3.18m.

The directors have recommended a final dividend of 1.12p (0.93p adjusted) per 25p share making a total of 1.96p (1.67p). The cost of this level of dividends is £3.26m (£2.77m) leaving a surplus for the year of £137,186 (£404,083).

The net assets at the year end, taking investments at market value, were equivalent to 78.7p (52.4p) per share.

The company has repaid a $2.5m loan.

SPAIN

April 10	Price %	+ or −
Banco Bilbao	297	
Banco Central	335	
Banco Exterior	268	+3
Banco Hispano	291	
Banco Ind. Cat.	125	
Banco Santander	328	+10
Banco Urquijo	181	
Banco Vizcaya	316	
Banco Zaragoza	217	−4
Dragados	133	−2
Espanola Zinc	75	
Fecsa	58.7	
Gal. Preciados	29.5	+0.5
Hidrola	64.7	
Iberduero	56.2	−0.8
Petroleos	93.5	−1
Petroliber	88	+1
Sogefisa	85	
Telefonica	60.5	−0.2
Union Elect.	53.7	

ISSUE NEWS

Pearsall seeks $20m in Europe

YET another transatlantic energy exploration carrot is being held out in front of UK institutional investors as Pearsall Petroleum seeks a London listing under rule *163(i)*.

Pearsall is described by its *promotor, Mr. Bernard* Feshbach — who launched Tiprock on the British investment market last year —as an offshoot of Tipperary Corporation, a suc*cessful Texas* oil and gas production and exploration company.

As a result of its recent exploration ventures, says Mr. Feshbach, Tipperary is too highly "leveraged" to find the new debt required for the proposed Austin Chalk development with Pearsall.

The proposed development with Pearsall runs through the heart of Texas and Pearsall is seeking to raise $20m in London and elsewhere in Europe through an offer of 2m shares at $10

Tipperary has asked Mr. Feshbach to find European investors under the terms of a partnership agreement *whereby* Tipperary will match Pearsall "dollar for dollar" on an exploration acreage in the Austin Chalk trend.

The *Austin Chalk* trend is described by Mr. Feshbach as "a play which has come and gone several times," but through higher oil prices and *more developed* technology is now coming back into the commercial exploration field.

So much so that the promoter says that 80 per cent of wells sunk on the trend have proved viable at an "economic rate" which presumes a selling price of $30 per barrel, net of wind*fall tax, which is between* 15 and 20 per cent below the official OPEC price.

Tipperary will have a minor investment in its new partner—*$500,000—but it is expected* to buy the acreage and sell its acreage to the partnership at cost. Texas talks about $250-$350 per acre and the explora*tion spacing demands* 160 acres per well.

Pearsall will take 30 per cent of the net income flowing from the Austin Chalk acreage which will be further divided as to 50 per cent for investors and 50 per cent for further exploration.

Mr. Feshback says that he has between $10m and $12m of London money tied into the scheme. The fund-raising is known as a "best effort" deal, involving no underwriting, in which Tipperary's promoters were pledged to find a minimum of $7.5m in London and Europe.

With the help of London brokers such as *Montagu Loebl* and Kitcat and Aitken, the promoters have now pasesd the cut-off point and a London listing is now planned towards the end of May.

City of Swansea issue

PHILLIPS AND DREW has placed a £7m issue for the City *of Swansea with institutional* investors.

The issue, 13¾ per cent redeemable stock maturing in 2006, was placed at £96¾ per cent. *The flat yield is 14.23 per cent.* Dealings commence tomorrow.

The stock was payable as to £25 on application with the balance due on May 15.

Phillips and Drew said yesterday that the issue had been "warmly received and a larger amount of stock could have been placed on these terms—despite *the weakening in the gilt market* during the placing period." It is anticipated that, providing the gilt market does not weaken significantly in the next two *days, the stock will "open at a* premium."

The yield on the City of Swansea issue is 0.42 per cent higher than on the £50m issue *launched by the same brokers* on behalf of the City of Leeds three weeks ago.

The City of Leeds stock, priced at £97¾ per nominal £100 on issue, was yesterday trading at par in £10 paid form.

UK LISTING FOR DAON DEVLPT.

The Common shares of **Daon Development** ***Corporation***, the Canadian property company, will be listed on the Stock Exchange tomorrow. The company's shares are currently *listed in Vancourver, Alberta,* Toronto and Montreal and are traded through the National Association of Securities Dealers Automated Quotation *System in the United States.*

Most of the company's portfolio is in Western Canada and the Western United States. Further investment is planned *in North America.*

Burton profits down slightly at six months

STRUCK AFTER interest up from £2.45m to £3.14m, taxable profits of the Burton Group, menswear and womenswear manufacturer and retailer, were down to £8.77m for the 26 weeks ended February 28, 1981, against £9.34m, on sales of £124.03m compared with £118.02m.

Mr. Cyril Spencer, the chairman, says, however, that although sales for the first seven weeks of the second half have been satisfactory and the group is confident that its main retail businesses are capable of maintaining their position, "the economic climate is nevertheless uncertain."

Sales for the 1979-80 year amounted to £225.7m and the pre-tax surplus was £12.63m.

The womenswear and menswear main stream divisions' sales increased by 12 per cent and the Dorothy Perkins side, acquired 18 months ago, is performing above plan and last year. Rymans are also showing an improvement, the chairman states.

The interim dividend is maintained at 2p net per 50p share—last year's final payment was 3.5p.

Bank borrowings, £44m at the beginning of the year, have been reduced to £16m, and Mr. Spencer says that these can be expected to fall further by the year-end.

Progress was achieved towards the rationalisation of the manufacturing interests, *announced last November*. From a base of 14 factories with 13,500 employees in 1970, the group will operate only two factories, Goole and Guisborough, employing approximately 750 people—group assets in these factories were written down to zero value in the last accounts.

As a consequence of the new manufacturing strategy losses are reducing significantly, the chairman says.

With regard to the other unprofitable businesses, the *directors have signed an agreement with a major French retailer to dispose of the majority of the shareholding in the French division*—the group will not incur extraordinary costs in this disposal; Evans Mail *Order is closed*, and Post Haste and J. Greenrobes have been sold.

During the current year over *100,000 sq ft of existing trading space will have been modernised*, and the group is investing in *over 170,000 sq ft of new trading space*.

Pre-tax profits for the six months included other income of £749,000 (£784,000), and were subject to tax of £696,000 against £930,000, leaving net profits at *£8.07m (£8.41m)*.

There was an extraordinary credit of *£4.05m (£406,000) for the period*, boosting the attributable balance up from £8.82m to £12.12m of which the interim will absorb £1.6m against £1.54m.

The extraordinary item comprised of a £5.7m profit on the disposal of properties, relating *to the programme of reducing* bank borrowings, less costs of £1.7m which relate to the reduction in manufacturing capacity at Leeds and Doncaster—these will be incurred in 1981-82.

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Equity & Law Life invests in Japan

One significant feature of the investment strategy adopted last year by Equity and Law Life Assurance Society was the continued expansion of its international portfolio on its UK business fund. A further £11m was invested in overseas equities and property, including for the first time Japan.

Mr. P. D. Cox, in his chairman's statement points out that the U.S. equity portfolio performed particularly well, appreciating by 42 per cent in dollar terms against the rise of *26 per cent in the Standard and* Poor Composite Index.

Another significant feature was the increase in the property portfolio of the UK business fund at the expense of gilts and other fixed interest holdings.

Property investments in 1980 almost doubled from £11.1m to £21.1m while fixed-interest investments amounted to £19.4m (£47.6m). Equity investment was slightly higher at £14.4m, compared with £12.7m, while mortgage advances doubled from £800,000 to £1.7m.

At the end of 1980 the UK business fund, excluding linked business held £356m in fixed interest stocks, £303m in equities, and £283m in property.

On overseas business, investment from new money last year was made almost entirely from fixed interest securities—£10.9m *out of a total of £12m.*

Mr. Cox refers to the transfer of another 130 jobs out of London because of the very high operating costs in the city centre. This latest move will leave only the investment department there, with all other head office work, including general management, being carried out at High Wycombe and Coventry.

Erith slides in second half

HIGH INTEREST rates and a decline in demand in the second six months are blamed by the *directors of builders' merchant* **Erith and Company** for a slide in 1980 pre-tax profits from £1.66m to £1.4m.

In the second half, normally a strong trading period, profits at the pre-tax level were £739,000, compared with £1.026m.

Full year turnover was almost £3.5m higher at *£32.1m (£28.52m)* but trading profits emerged lower at *£1.78m (£1.82m)*.

On current cost accounting the pre-tax figure is reduced to £963,000 (£1.24m).

Despite the setback, however, the dividend is being stepped up from the equivalent of 3.75p to 4p net with a final of 2.75p (2.5p adjusted).

After tax of £403,000 *(£783,000) stated earnings per 25p share were higher at 10.58p* (9.29p). The net balance came through at £995,000 (£867,000).

There was an exceptional credit of £1m (nil) being deferred tax provision no longer required and extraordinary credits amounted to £66,000 (£247,000).

The retained profit *rose from* £764,000 to £1.69m after dividend payments which absorbed £376,000 (£350,000).

● comment

Having begun 1980 with a higher level of sales than the previous year's harsh winter had permitted, Erith was able to show some progress at the interim stage; sales were nearly 25 per cent ahead, profits 5 per cent. *Even then, there was reason for* caution over the remainder of the year, since justified when sales—which are normally 10 per cent higher in the second half—dropped by about 3 per cent. Lower than expected turnover had its effect in reducing the trading margin by 13 per cent over the whole year and despite shedding nearly a third of total borrowings by the end of the year, interest charges more than doubled; pre-tax profits accordingly fell 15.5 per cent. The proportion of higher-margin ex-depot sales has stabilised at about 60 per cent, but total sales started the current year at a rather subdued rate. More recently demand has picked up somewhat, and falling interest rates are seen as a pointer to the later months. Up 9p to a new high of 80p, the shares stand on a *comfortable* fully taxed *p/e* of 11, while yielding 7.3 per cent with current cost cover of 1.5 times.

BOARD MEETINGS

The following companies have notified dates of board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering dividends. Official indications are not available as to whether dividends are interims or finals.

TODAY

Interims:—Cedar Investment Trust, Equity Income Trust, Ingall Industries, Land Investors, Martonair International, Smiths Industries.

Finals:—Aberthaw and Bristol Channel Portland Cement, Associated Biscuit Manufacturers, Bambers Stores, Bank of Scotland, Benford Concrete Machinery, C. D. Bramall, Horace Cory, Croda International, Expanded Metal, Hallam Sleigh and Cheston, Hambro Life Assurance, Heffer of London, Home Charm, I. and J. Hyman, Lunuva (Ceylon) Tea and Rubber Estates, Northern Engineering Industries, Provident Life Association of London, Rio Tinto-Zinc, Savoy Hotel.

FUTURE DATES

Interims:—

British Aerospace	Apr. 21
Davenports' Brewery	May 14
Murray Clydesdale Invest. Tst.	May 11

Finals:—

Beauford	Apr. 23
British Home Stores	May 11
East Rand Gold and Uranium	Apr. 23
Estate Duties Investment Trust	Apr. 21
Hopkinsons' Holdings	Apr. 30
Huntleigh	Apr. 23
Lawrence (Walter)	Apr. 21
Laporte Industries	Apr. 23
Liberty	May 1
Marshall's Universal	Apr. 29
Neill (James)	May 12
Newarthill	Apr. 28
Peninsular & Or. Steam Nav.	May 6
Solex (UK)	May 14
Tilbury Contracting	Apr. 16
Tozer Kemsley and Millbourn	Apr. 21
Wire and Plastic Products	May 1

London and Continental Advertising expansion

FOR THE first time since London and Continental Advertising Holdings changed its activities to advertising contracting in July 1979 the company has declared a final dividend. A payment of 0.1p is to be made per 8p share. Formerly it was Associated Tea Estates of Ceylon.

Group profit before tax for 1980 was £260,876 (£215,904) on turnover of £1.22m (£909,781). At the half-year stage pre-tax profit was £141,732 and turnover £659,233.

Mr. John Golfar, chairman, says that each of the company's divisions progressed well during the year. Outdoor advertising activities were substantially expanded when the company was awarded the exclusive advertising rights of the central Milton Keynes shopping area and the main ferry terminus at the port of Dover.

He says a considerable part of the company's growth is expected to come from outdoor advertising and consequently the directors have embarked on a substantial site acquisition programme. Forward sales contracts now top £1m.

"I am satisfied that your company can look forward to a continuation in the internal growth pattern in the current year and is well poised to take advantage of any suitable new opportunities which may be available," Mr. Golfar tells the shareholders.

Tax for the year took £141,260 (£132,700), and earnings per share emerged at 0.76p (0.15p). Pre-tax profit on a CCA basis came out at £316,228 (£271,534).

The company's stores are dealt in on the Unlisted Securities Market.

● comment

On a historic p/e of 25¼ and minute yield London and Continental Advertising's rating expects a great deal at 19½p. The latest figures include a full 12 months of the taxicab advertising operation bought from London and Provincial. That did not chip in much to profits but if cabs ever get the go-ahead for outside advertising LCA, with "inside" advertising on 35 per cent of London cabs, must be well placed. But that is not the growth area of the moment. London and Continental, which until now has been confined to hotel display and magazine styled operations, is just breaking into the world of outside hoarding advertising, and with £700,000 net cash in the last balance sheet the company has the resources to carve out a sizeable niche. Obviously profits from its new activities will not come *overnight*, but long term they could be a significant contributor. The price is still high but with the directors holding a great chunk of the equity marketability is slim.

London & Manchester life funds up £53m

Total life funds of London and **Manchester** Assurance rose by £53m in 1980, to £393m, with the ordinary branch fund advancing by £39m to £267m and the industrial branch fund by £14m to £126m. Total premium income, was nearly 18 per cent higher at £56m, while investment income improved by 15 per cent to £42m.

During the year, the company invested £12m in gilts to take advantage of the high rates of return, while some £4.5m, was realised by the sale of other fixed interest securities. UK equity holdings were reduced by £2.7m and this helped finance the £5.6m put into overseas mainly in the U.S. A further £3.7m was invested in property and £1.4m in mortgage advances.

At the end of 1980 the life *funds held £94m in gilts £26m* in other fixed interest stocks, £160m in equities, £96m in property and £77m in mortgages and loans.

Mr. H. L. K. Browne, in his chairman's statement refers to the reorganisation of the house building and property subsidiary Hovebrook Anglo-Continental, and the steps being taken to dis*engage from* house building as soon as possible.

All housing developments have been completed but progress with house sales is slow because of the dull market. Net losses of £500,000 have been incurred during 1980 but it is anticipated that the Hovebrook Group will cease trading during 1981 and that no further substantial losses will be incurred.

Beradin Rbr. falls despite capital gain

PRE-TAX profit of Beradin Rubber Estates for the year ended September 30, 1980, fell from £441,265 to £358,880 after including a net realised gain on the sale of investments of £542,000 compared with £26,007.

Turnover for the year was down at £818,653 (£882,295). The directors of this rubber and palm oil producer, have declared a final dividend of 0.4p (0.5p adjusted) per 5p share, making a total of 0.75p, compared with 0.76p after allowing for the four-for-one scrip issue.

Tax took £177,300 (£214,197) and there was an additional provision for replanting of £10,000 (£30,000). Stated earnings per share came out at 1.22p (1.53p).

DAVID DIXON

The offer by David Dixon & Son Holdings for the preference shares of David Dixon & Son (Leeds), has been declared *unconditional*.

House of Fraser sells Dingles lease

As part of its policy of rationalising its trading outlets House of Fraser has sold the lease of Dingles Furnishing Store in Bournemouth.

Wimpey Property Holdings has bought the lease for a price higher than the recent £445,000 valuation.

The departments currently housed in the Dingles site will be relocated in the present Bournemouth Fashion Store which is now being refurbished.

Completion of the deal will be made by January 31, 1982.

Arbuthnot Govt. Secs. revenue jump

After all expenses, net revenue of Arbuthnot Government Securities Trust has jumped from £376,587 to £1.43m for the half year ended January 31, 1981, and *the third interim dividend is* unchanged at 3.19p gross.

A maintained 3.19p final payment is forecast, leaving the total at 12.76p gross again, as predicted.

The directors believe that interest rates will continue to fall as the recession deepens, which should have a beneficial effect on the capital performance of the company's shares.

Corah to raise borrowing limitations

The directors of Corah, knitted garment manufacturers, are proposing to raise their borrowing powers as, they say, at present these are out of line with modern practice in that they are limited to the nominal amount of the issued capital.

Currently, this stands at £7.68m and the directors believe that future expansion plans could be restricted by this limit and consider that future borrowing powers should take account of accumulated reserves.

The proposed new borrowing limit is the aggregate of the issued capital and consolidated reserves, and based upon the balance sheet as December 26, 1980, the new limit would be £19.58m. Total borrowings at this date were £2.33m.

In order to retain flexibility, the directors consider an adequate reserve of unissued ordinary capital should be maintained and are therefore also proposing an increase in the authorised capital by the creation of an additional 9m ordinary 25p shares.

In addition, it is proposed to introduce a share participation scheme for employees and a share option scheme for senior executives.

Pre-tax profits of the group, whose largest customer is Marks and Spencer, declined from £3.17m to £1.76m in 1980, on turnover of £43.22m (£39.69m), but the dividend is being kept at 2.9p net per share.

Meeting, Leicester, May 7, noon.

BL changes approved

Ordinary shareholders of BL have approved an increase in the company's authorised capital from £1.25bn to £2.4bn at a EGM yesterday. They also gave authority to the directors to issue to the Secretary of State for Industry for cash at par ordinary shares having a maximum aggregate nominal value of £1.14bn.

Subsequently 760m 50p ordinary shares were issued at par to the Secretary of State for £380m in cash. The Secretary of State now holds 99.59 per cent of the issued ordinary share capital of BL.

EUROPEAN OPTIONS EXCHANGE

Series	April Vol.	April Last	July Vol.	July Last	Oct. Vol.	Oct. Last	Stock
ABN C F.300	3	0.30	1	4	1	6.50	F.283
AKZO C F.17.50	4	5.50	—	—	—	—	F.22.80
AKZO C F.20	12	2.70 B	17	3.30	—	—	"
AKZO C F.22.50	53	0.50	102	1.80	—	—	"
AKZO C F.25	71	0.10	37	1	46	1.40	"
AKZO P F.20	—	—	10	0.40	—	—	"
AKZO P F.22.50	—	—	50	1.30 B	41	1.60 B	"
AMRO C F.60	—	—	10	1.30	—	—	F.56
KODA C $60	—	—	1	25	—	—	$84½
KODA C $80	6	4¾	—	—	—	—	"
KODA C $90	—	—	—	—	1	5¼	"
HEIN C F.50	20	6.70	—	—	—	—	F.56.70
HEIN C F.55	1	2	5	3.50	—	—	"
HEIN C F.60	—	—	—	—	2	3.40	"
HEIN P F.55	20	0.40	5	1.80	—	—	"
HOOG C F.12.50	12	8.20	6	8.30	—	—	F.20.30
HOOG C F.15	2	5.20	33	5.50	—	—	"
HOOG C F.17.50	30	3.10	—	—	2	4.70	"
HOOG C F.20	20	0.70 A	20	2.30	65	2.60	"
IBM C $60	13	1½	—	—	—	—	$60⅞
IBM C $65	—	—	13	2⅛	—	—	"
IBM P $60	10	⅝	—	—	—	—	"
KLM C F.60	—	—	2	44	—	—	F.104
KLM C F.65	—	—	2	39	—	—	"
KLM C F.70	2	35	2	35.50	—	—	"
KLM C F.80	51	25	39	26	19	27	"
KLM C F.90	66	14.30	20	18	—	—	"
KLM C F.100	65	5.50 B	20	11.80	5	16	"
KLM C F.110	44	1.50	53	6.40	52	9.50	"
KLM P F.80	-	--	17	1.90	-	—	"
KLM P F.90	3	0.40	35	3.50	5	8	"
KLM P F.100	78	2.10	53	6.80	3	11	"
KLM P F.110	—	—	2	12.50	—	—	"
NATN C F.110	3	8.50	—	—	—	—	F.118.70
NATN C F.120	15	0.90	10	4.50	2	8	"
NATN C F.125	—	—	3	2.50	—	—	"
NATN P F.120	12	1.80	53	3.90	—	—	"
PHIL C F.15	8	5A	—	—	—	—	F.20.90
PHIL C F.17.50	23	3.50	101	3.70	169	3.70	"
PHIL C F.20	193	1.00	40	1.60	80	2.30	"
PHIL C F.22.50	—	—	107	0.80	171	1.30	"
PHIL P F.17.50	—	—	—	—	50	0.50	"
PHIL P F.20	144	0.20	16	1	17	1.30	"
PHIL P F.22.50	—	—	4	2.40	—	—	"
POLA C $25	1	5	—	—	—	—	$30½
POLA C $30	24	⅞	14	¾	2	4⅝	"
RD C F.80	2	7.70	—	—	—	—	F.87.50
RD C F.85	47	3.20	—	—	—	—	"
RD C F.90	139	0.50	34	2.80B	24	5.40	"
RD C F.95	14	0.10	41	1.40B	—	—	"
RD C F.100	—	—	17	0.80	59	2.60 B	"
RD C F.110	—	—	99	0.40	15	1	"
RD C F.120	—	—	50	0.20	—	—	"
RD P F.80	68	0.20	—	—	—	—	"
RD P F.85	203	0.80	—	—	—	—	"
RD P F.90	433	2.70	69	7	25	8.50	"
RD P F.95	186	7.40	97	10.30	—	—	"
RD P F.100	31	13	6	15.30	5	15.60	"
UNIL C F.130	15	10.40	—	—	—	—	F.139.70
UNIL C F.135	1	6.30	—	—	3	7.20	"
UNIL C F.140	—	—	4	3.50	7	4.50	"
UNIL P F.140	—	—	10	7.30	—	—	"
	May		Aug.		Nov.		
MANN C DM.130	10	11	—	—	—	—	DM14.80
MANN C DM.140	14	3	2	4.50	—	—	"
SLUM C $100	—	—	2	8	1	10¾	$96¼
SLUM C $110	2	⅞	5	3⅛	—	—	"
SLUM C $120	—	—	1	2¼	—	—	"
VEBA C DM.140	100	0.50	—	—	—	—	DM 135.20
TOTAL VOLUME IN CONTRACTS			4757				

A=Asked B=Bid C=Call P=Put

MINING NEWS

Noranda Mines expects a good year in 1982

BY GEORGE MILLING-STANLEY

THE LEADING Canadian natural resources group **Noranda Mines** expects a very good year in 1982 if the expected economic recovery begins towards the end of this year.

Mr. Alfred Powis, Noranda's chairman, said that the rally could quickly result in shortages and higher prices for a number of commodities.

Noranda is not so optimistic for the current year, however, with Mr. Powis forecasting a "stagnant or declining earnings performance," reports **John Soganich** *from* **Toronto.** He based this forecast on the probability that weak economic conditions and continued high rates of inflation will persist throughout much of 1981.

The group has a major programme of capital spending this year. Apart from what are described as "routine expenditures" and spending by the **Canadian Hunter** oil and gas exploration subsidiary, but with the inclusion of money laid out during the first quarter, Noranda and its subsidiaries plan to spend C$950m (£370m) this year.

In addition, major projects being undertaken by affiliated companies will involve capital expenditures of about C$1.4bn. The group spent C$381m last year.

Noranda now seems assured of gaining control of MacMillan **Bloedel**, Canada's biggest forest products company, in a takeover bid worth more than C$550m. The group already has extensive *pulp and paper interests in* Canada, and expects these to do well this year.

Another major Canadian mining company, **Sherritt Gordon Mines**, is attempting to spread its interests in the face of the recession. The company is concentrating its exploration efforts on areas close to its existing operations in northern Manitoba, in order to minimise the capital cost of bringing new *properties into production.*

Mr. David Thomas, Sherritt Gordon's president, said that the main targets of the company's exploration are gold and silver, because of these metals' properties as hedges against inflation.

The company is pressing ahead with exploration work at the Agassiz gold-silver prospect near its former copper-nickel mine at Lynn Lake in Manitoba. Results to date indicate 1.5m tons of ore averaging 4.04 grammes of gold and 0.2 ounces of silver per ton.

Sherritt also has a number of other gold prospects at the Kenora, Dryden and Red Lake areas of north-west Ontario, and hopes to establish the presence of sufficient reserves to justify the installation of a central milling plant treating between 200 and 300 tons of ore a day.

Beyond that, Sherritt Gordon is developing new fabricated metal products, studying further expansion of its nickel and *cobalt refineries*, and planning a C$320m expansion of its fertiliser operations.

Another Canadian company pinning its faith on gold is **Dome Mines**, the leading company of the country's biggest gold mining group.

Dome is spending C$91.9m to expand the capacity of its Timmins, Ontario, mine by 50 per cent to 3,000 tons of ore a day, which should boost gold output to 119,000 ounces a year from the current 86,000 ounces once the project is completed in 1984.

At a mining grade of 3.42 grammes of gold per ton, the *mine has a long life ahead of it,* and this has convinced Dome of the need to upgrade the existing plant, much of which dates from the early years of this century. The Timmins mine has been operating since 1910.

At Dome's 57 per cent-owned **Campbell Red Lake Mines**, the plant expansion begun in 1978 to increase production by 30 per cent has been completed on time and within the C$10.4m budget.

Campbell produced 189,530 oz of gold last year, and expects an increase to 203,000 oz this year, with the plant reaching its rated capacity of 212,000 oz in 1982.

Bougainville's better output

AN IMPROVEMENT in produc*tion for the first quarter of this* year is reported by the **Rio Tinto-Zinc** group's big **Bougainville** copper gold mine in Papua New Guinea. Although the total of ore milled fell below that of the previous three months the grade of ore treated was higher.

As a result the copper content of the concentrates produced rose to 39,236 tonnes from 35,656 tonnes in the December quarter of 1980 and 38,424 tonnes in the first quarter of that year. Gold at 3,613 kilogrammes and silver at 9,708 kilogrammes were both higher than the outputs for the previous quarter but failed to match those of the same period of last year.

In 1980 Bougainville's earnings fell 14.8 per cent to K71.5m (£49.7m), reflecting a squeeze between lower production and higher costs. Although copper output improved in the latest quarter, earnings will have been adversely affected by the lower metal prices ruling compared with those of a year ago.

ROUND-UP

Following the expiry of the time limit for the directors of **Day Mines** to agree to a merger, America's silver-producing **Hecla Mining** is to put the offer to the former's shareholders.

The offer is of 1.65 common shares of Hecla for each share of Day Mines and covers the 92.49 per cent of the shares not already owned. The transaction is valued at about $157m (£72m).

* * *

The **Rio Tinto-Zinc** group's Australian **Mary Kathleen Uranium** has entered a joint exploration venture with AGIP Australia over seven mining leases in the Spear Creek area and four at Carlton Hills in Queensland. The deal commits MKU to an initial expenditure of A$95,000 (£50,200) on the leases.

* * *

The Philippines-incorporated **Philex Mining** reports an 87 per cent increase in 1980 net income to 286m pesos (£17.3m) thanks to higher gold and copper prices; gold sales doubled in value to about 500m pesos. For the current year, however, the company's chairman, Mr. Henry Brimo expects "considerably less" income in view of the fall in metal prices.

Yorkgreen higher at nine months

Continued growth at Interlite Linear Controls helped **Yorkgreen Investments** to increase *profits from £79,230 to £88,753* for the nine months to January 31, 1981, on turnover of £670,395, compared with £540,743. Results of Talbex Group, in which the company holds 12.1 per cent, are excluded.

The company, which is engaged in lighting, building products and oil and gas, has extended its financial accounting period to 18 months in order to facilitate stock planning.

Since the end of January this year, trading at Interlite has continued at satisfactory levels, the directors report.

Following the interim of 0.21875p net, a further interim of the same amount is recommended on capital doubled by the rights issue and a final of not less than 0.21875p is forecast in respect of the 18 months period. For the year to April 30, 1980, a dividend of 0.4375p was paid.

No tax is again payable and nine months earnings per share rose from 1.24p to 1.39p.

BIDS AND DEALS

Denbyware shareholders urged to accept offer

URGING SHAREHOLDERS of **Denbyware** to accept the increased offer of 124p per share, Mr. Patrick Edge-Partington, chairman of **Crown House**, says: "If the increased offer lapses the fall in the Denby share price may be dramatic."

Crown House, which built up its stake in Denby from 29.98 per cent to 34.9 per cent through share purchases in the stock market last week, makes *it clear that this is a final offer* and will not be revised further. It will lapse unless it can be declared unconditional as to acceptances by 3 pm on April 27.

Mr. Edge-Partington said yesterday that the price—which compares with the earlier offer of 80p—was a "bit higher than the company would like to have paid."

In the formal document, *issued yesterday*, the chairman says that in assessing the price Crown House took into account the negotiations that are in hand for the sale of Denby's 50 per cent interest in International Ceramics for around £2m.

Crown explains that as an important supplier to the aerospace industry IC made a significant contribution to Denby's profits over the last two years and is likely to show further growth.

The chairman says that if, as Crown House believes, IC contributes some £750,000 to Denby's profits in 1980-81, any benefit accruing to Denby as a result of the sale will be outweighed by the loss of the IC profit contribution.

Referring to Denby's "weakness in marketing," Mr. Edge-Partington says: "Crown House believes that the *failure* of the Denby board to develop a proper marketing strategy means that, as has happened since 1976, Denby's tableware profits will continue to decline in relation to those of its competitors."

Crown House plans a steady expansion of Denby's business, particularly in the home market where Denby products would be offered in appropriate outlets alongside Crown House's Dema *products. Dema claims to be the* largest distributor of table glassware in the UK. Much of its merchandise is marketed through the group's 160 own-range shops within shops or other controlled units in retail stores. *Overseas, Dema's products* are marketed in 55 countries.

Crown points out that Denby's tableware interests showed a loss of £339,000 in the first half of its current year. "Although it is nearly two months since the original offer was announced . . . you have still been told nothing definite about Denby's performance in 1980-81, its current trading or its future prospects. The *conclusion* must be that Denby's tableware interests will continue to make inadequate profits," the document states.

Crown House is critical of the Denby revaluation which boosted net asset per share from 99p to 175p. It says that the basis of the property revaluation is only appropriate if Denby's tableware interests are producing a satisfactory profit from the use of the factory. As Denby has failed to forecast adequate profits from these interests "the basis of valuation adopted is therefore hypothetical and inappropriate."

Crown House says that the increased offer is 72 per cent above the Denby share price *immediately before the offer was* announced "and ensures that you will realise a price in cash which is unlikely to be achieved in the foreseeable future if the bid lapses."

The Denby share price fell 1p to 124p on the stock market yesterday. The Denby board is expected to respond to the offer by the weekend.

NCC sells its Petrocon stake

NCC ENERGY, the company headed by Mr. Graham Ferguson Lacey, has sold its entire 29.9 per cent shareholding in Petrocon, an equipment supplier to the oil industry.

The 1.77m Petrocon shares which NCC acquired for about £640,000 in a "dawn raid" last July have been acquired by Industrial and Commercial Finance Corporation, London Atlantic Investment Trust, and Mr. P. C. P. Hodgson, chairman of Petrocon.

The total purchase price for the 1.77m shares is around £565,000.

The NCC stake in Petrocon has been placed as follows. Industrial and Commercial Finance Corporation has acquired 1,175,000 ordinary shares (19.9 per cent of the equity). London Atlantic Investment Trust, a subsidiary of Industrial and Commercial Finance Corporation, has *acquired* 325,000 ordinary shares (5.5 per cent of the equity). Their total stakes have been bought at a price of 32p per share.

Mr. Hodgson purchased 265,580 ordinary shares of Petrocon at 32p per share. Mr. Hodgson (including his family) now own 472,150 ordinary shares of Petrocon (8 per cent of the equity).

In addition, Madgel in which Mr. Hodgson holds one-third of the capital, is the beneficial owner of 750,000 ordinary shares of Petrocon.

Eva stays independent

Anglo-Indonesian Corporation has failed in its objective of gaining control of Eva Industries. Its bid of 40p per share—which was rejected by the independent directors on the Eva Board—has lapsed after being extended twice.

Anglo received acceptances totalling 3.51 per cent of the shares after its initial offer and this level had reached only 3.8 per cent when the offer closed yesterday.

Anglo has had close connections with Eva for a number of years. It launched its surprise "technical" bid at the end of January after acquiring a small parcel of shares from BAT Industries which took its total holding in the company to 30.62 per cent.

Including acceptances, the combined shareholding of Anglo and those parties acting in concert with it total 44.1 per cent.

Ladbroke paying £4m for John Manley

Ladbroke Group's *racing* division is paying £4m for **John Manley (Turf Accountants)**, which runs 30 betting shops in central and south-east London and a credit betting business.

Ladbroke is meeting £3m of the purchase price through the *allotment and placing of 1.02m* of its shares by stockbrokers L. Messel with institutions. The other £1m is deferred for two years. All of Manley's premises are leasehold.

MANAGEMENT ACQUIRE FRASER WILLIAMS

The management of computer services company **Fraser Williams and Co.** has, with the help of £800,000 finance from Technical Development Capital (TDC) and Estate Duties Investment Trust (EDITH) acquired *financial control of the business.*

Fraser Williams was formed in Liverpool in 1969 by two ex-ICL executives, Eric Williams and Tom McCafferty, with backing from consulting actuaries, Duncan C. Fraser and Co. who owned 60 per cent of the equity, the balance being shared by Williams and McCafferty.

A new holding company, Fraser Williams Group, has been formed in which the company's directors and managers have become majority shareholders, the balance being held by TDC, EDITH and the original non-executive shareholders.

PETRO SEARCH SELLS STAKE TO EGLINGTON

The directors of U.S. based **United Petrosearch Inc.** have agreed in principle to issue 3,857,480 shares — a 33 per cent stake—to Eglinton Oil and Gas of Dublin, Ireland, in exchange for an unspecified number of shares of Eglinton.

United will immediately sell the Eglinton shares through private placement in Europe — the number of Eglinton shares will be sufficient to raise $6m from the sale.

United plans to use the proceeds to pay off $3.3m bank debts and provide additional capital for exploration and development of oil and natural gas prospects.

NO PROBE

The proposed acquisition by **Charter Consolidated** of **Alexander Shand (Holdings)** will not be referred to the Monopolies and Mergers Commission, Mr. John Biffen, the Secretary of State for Trade has decided.

BURNETT HAS 23% OF BRINT INV.

Burnett & Hallamshire **Holdings** has acquired 750,000 ordinary shares of **Brint Investment** from Temple Investment & Finance Co., and now holds *900,000 shares (23.2 per cent).* Temple holds 1,416,000 shares (36.6 per cent).

B. & H. regard its holding as a *long-term investment* and Mr. G. Helsby, chairman and chief executive of B. & H., is to join the Brint board.

BENN BROS. SELLS SHIPS PUBLICATIONS

Benn Brothers has announced the sale of the trade journals Shipping World and Shipbuilder and Drydock to the Banner Publishing Company for £100,000 cash, and the directories Ports of the World and International Shipping and Shipbuilding Directory Volumes I and II to Lloyd's of London Press for £203,400 cash, payable in three instalments: one-third on completion, one-third in April 1982 and one-third in April 1983.

In the last financial year the net profits attributable to these publications represented 4 per cent of the net profit before tax of Benn Brothers.

MOSS ENGINEERING ACQUIRES McJOHNS

Moss Engineering Group is strengthening its engineering goods wholesale and retail activities by acquiring for £750,000 cash, the Welsh auto factoring business of **McJohns**, which trades in motor parts, spares and accessories.

Net assets of McJohns at October 31, 1980, totalled £818,000 and this included £263,000 worth of properties and £178,500 cash. Pre-tax profits for the year to that date were £190,627.

LONDON TRADED OPTIONS

(Total contracts 768)

Option	Ex'rcise price	April Closing offer	April Vol.	July Closing offer	July Vol.	Oct. Closing offer	Oct. Vol.	Equity close
BP	360	16	5	42	—	52	—	376p
BP	390	2	20	20	4	32	—	"
BP	460	½	—	5	3	—	—	"
Com. Union	160	9	—	19	12	24	—	166p
Com. Union	180	2	—	9	3	15	—	"
Cons. Gold	460	10	—	40	1	60	—	465p
Cons. Gold	500	—	—	25	4	35	2	"
Cons. Gold	588	¼	—	5	4	—	—	"
Courtaulds	50	19	—	19½	20	23½	35	68p
Courtaulds	60	9	—	11½	73	14½	—	"
Courtaulds	70	2	68	5½	93	9	65	"
GEC	500	182	—	200	15	—	—	678p
GEC	650	32	6	58	16	78	—	"
GEC	700	5	6	25	—	45	—	"
Grand Met.	140	57	—	63	4	66	—	196p
Grand Met.	160	37	1	43	1	46	—	"
Grand Met.	180	17	18	26	7	29	—	"
Grand Met.	200	3	22	14	8	18	5	"
ICI	240	26	5	40	—	50	—	266p
ICI	260	10	—	24	16	34	—	"
ICI	280	2	10	14	3	21	—	"
ICI	300	½	—	6	2	13	—	"
Land Sec.	360	61	2	70	—	85	—	416p
Land Sec.	390	31	2	48	—	60	—	"
Land Sec.	420	5	1	27	10	40	—	"
Land Sec.	460	1	—	11	8	22	1	"
Marks & Sp.	110	16	10	22	—	27	—	126p
Marks & Sp.	120	7	6	15	3	17½	1	"
Marks & Sp.	130	2	—	7½	6	12½	—	"
Shell	420	¼	—	5	3	13	—	560p
Totals			182		319		107	
		May		August		November		
Barclays B'k	390	30	2	45	—	55	—	415p
Barclays B'k	420	8	32	30	2	37	—	"
Imperial Gp.	70	6	7	8½	3	9½	—	74p
Imperial Gp.	80	1½	—	4	—	5	20	"
Lasmo	650	5	—	22	4	32	—	557p
Lasmo	700	3	—	14	—	20	2	"
Lonrho	90	7	1	14	—	16	—	73p
Lonrho	100	3½	—	8	7	11	—	"
Lonrho	110	1½	—	5	5	7½	25	"
Lonrho	120	¼	—	2	3	—	—	"
P. & O.	130	23½	8	28	8	33	—	152p
P. & O.	140	14	3	21½	—	26	—	"
P. & O.	160	5½	—	11	1	14	3	"
Racal Elec.	390	6	—	24	6	37	—	373p
RTZ	390	83	—	93	—	108	10	466p
RTZ	414	58	2	—	—	—	—	"
RTZ	429	—	—	70	2	85	—	"
RTZ	460	—	—	47	1	65	—	"
RTZ	494	8	4	—	—	—	—	"
RTZ	500	—	—	27	4	45	1	"
Totals			59		40		61	

REPORTS AND ACCOUNTS IN BRIEF

CHEPSTOW RACECOURSE COMPANY—For 1980: Turnover £523,782 (£410,518). Profit £32,857 (£23,017) after tax of £15,600 (£3,550), net dividend 4p (3p).

MONTAGU BOSTON INVESTMENT TRUST—*Results for year to January 31, 1981:* Net revenue after all charges, including tax, £139,208 (£150,538): tax £11,560 (£158,314); net revenue retained £34,208 (£45,538). Dividend 1.05p (same). Net asset value per share 62.75p (56.875p)

WINTERBOTTOM ENERGY TRUST—Net asset value per share at close of business on April 10 was 76.6p after deduction of prior charges at par, and 79.2p after deduction of prior charges at market value

BRITISH EMPIRE SECURITIES AND GENERAL TRUST (investment trust)—Results for half-year to March 31, 1981: Pre-tax revenue, £146,603 (£146,089): Tax £44,286 (£43,934). Interim dividend 0.2p (same). Net asset value per 5p share 18.7p (16.4p).

NEW DARIEN OIL TRUST—Net asset value at March 31, 1981 was 101.75p per share. The share price at that date was 92p which represented a discount of 9.6 per cent on asset value.

TRICENTROL (industrial and oil and gas group)—Results for 1980, prospects and de-merger proposals reported March 20. Shareholders' funds £91.99m (£62.17m). Net assets at book value per share 152.2p (115p); cash flow 94.4p (63.4p) per share. Loans £21.57m (£6.52m). Capital commitments, excluding Thistle Field, £8.07m (£5.39m) of which £2.6m (£2.17m) authorised but not contracted. Meeting, Great Eastern Hotel, EC, May 7, noon.

SQUIRREL HORN (confectionery)—Results for 1980 reported March 14. Shareholders' funds £2.73m (£2.5m). Bank overdraft £221,703 (£74,972). Bank and cash balances £3,054 (£19,733). Chairman's emoluments £27,890 (£18,614). CCA basis gives loss £1,435 pre-tax (£158,692 profit). Meeting, Stockport, April 28, 10.30 am.

LYON & LYON (transport, vehicle distribution and ship repairing)—Results *for 1980 previously reported.* Shareholders' funds £4.74m (£3.82m). Shareholders' funds £4.74m (£3.82). Meeting, Knottingley, May 1, 12.15 pm.

ROSEDIMOND INVESTMENT TRUST—Results for year ended January 31, 1981, already known. Investments totalled £6.31m (£6.33m) Unrealised *net appreciation of investments £1.37m* (£884,280). Meeting, 41, Bishopsgate, EC, May 5, at noon.

BANRO CONSOLIDATED INDUSTRIES (manufacturer of framed windows, rolled sections, pressings, motor car components)—Results for 1980 reported on March 19, 1981. Shareholders' funds £5.95m *(£4.49m); debtors and prepayments* £3.84m (£4.72m): loans £313,335 (£216,313): cash at bank £878,859 (£557,985). Historical pre-tax profits of £901,497 (£1,16m) reduced to £344,080 on a CCA basis. Meeting, Sutton Coldfield, May 1, at noon.

BRONX ENGINEERING HOLDINGS—Results for year ended November 30, 1980, already reported. Shareholders' funds £4.07m (£2.59m). Bank overdraft £1.24m (£0.2m). Meeting, Birmingham, May 8, noon.

WATMOUGHS (HOLDINGS) (colour printer, publisher and process engraver)—*Results for 1980, and prospects an*nounced March 25. Shareholders' funds £5.34m (£5.79m). bank overdraft secured £2.77m (£1.98m). cash in hand £3,707 (£4,812). Meeting: Horsforth, April 30, noon.

PITTARD GROUP (leather manufacturer)—Results for 1980, reported *March 18. Bank balances and cash* £190,735 (£755,897): bank overdrafts £1.48m (nil): shareholders funds £7.94m (£7.83m): medium term loan £1.5m (same). Meeting: Yeovil, Somerset, May 6, noon.

FAMILY INVESTMENT TRUST—Results for year to January 31, 1981 reported March 12. Listed investments at valuation £4.34m (£4.14m) unlisted £0.61m (£0.31m), unrealised appreciation on investments £1.17m (£1.72m). Liquidity down £526,000 (up £268,000). Meeting, 20, Fenchurch Street, EC, May 6 at 2.30 pm.

FAIRCLOUGH CONSTRUCTION GROUP—Results for 1980 reported on March 18, 1981. Shareholders' funds £49.02m (£32.95m) unlisted investments £719,000 (£606,000): loans £939,000 (£2.03m). Meeting, Midland Hotel, Manchester, May 6, 11.30 am.

W. CANNING (metals, chemicals, engineering)—Results for 1980 reported March 17, in preliminary statement with prospects. Shareholders' funds £11.57m (£11.16m) Loans £4.22m (£2.41m). Bank overdrafts nil (£2.31m). Meeting, Birmingham, May 5, 2 pm

LAMBERT AND HOWARTH (footwear manufacturer)—Results for 1980, reported March 24, 1981: Fixed assets £1.21m (£1.17m): net current assets £2.58m (£2.78m) including cash and bank balances £2,342 (£532,613) and bankers advances £111,059 (£253,925): shareholders funds £3.95m (£3.83m): current cost profit £181,000. Mr. J. M. Jackson, chairman, says sales volume will fall in 1981 and directors' aim will be to contain costs and improve productivity and efficiency. Meeting: May 5, at noon, Crest Hotel, Burnley

DANAE INVESTMENT TRUST—Net asset value per income share at March 31, 40.55p.

GIBBS AND DANDY (builders' merchant, electrical wholesaler)—Results for the year to end-December, 1980, announced March 21. Shareholders' funds £3.38m (£2.89m) bank overdrafts £1.23m (£1.14m). *Meeting*, Luton, May 6, 11.30 am.

GOOD QUARTER FOR U.S. COMPUTER GROUPS

NCR and Control Data lift earnings

BY PAUL BETTS IN NEW YORK

NCR CORPORATION and Control Data, two leading U.S. computer companies, reported yesterday higher first quarter earnings.

NCR, the old National Cash Register, said earnings increased by 8 per cent in the first quarter to $27.55m. Sales increased by 12 per cent to $733.3m in the same period.

Mr. William Anderson, NCR chairman, said yesterday that currency movements significantly affected financial performance in the first quarter. "With more than half of the company's business generated outside the U.S., the stronger dollar in 1981 compared with a year ago had the effect of slowing dollar revenue growth," he said.

In the U.S., incoming orders during the first quarter showed a "very good gain," added Mr. Anderson. Foreign orders would also have improved had it not been for the impact of currency rate changes on order backlog.

"While difficult business conditions continue in major markets, the overall order improvement indicates the strength of the company's current product offerings," he said.

For its part, Control Data reported net earnings of $40.3m on sales of $972m in the first quarter, compared with net earnings of $35.2m on sales of $884m in the same quarter last year.

The company said the increase in first quarter earnings came mainly from Control Data's computer business. Mr. Marvin Rogers, the company's executive vice president, said all major parts of the computer business — services, systems and peripheral products — contributed to the higher results. He added that computer business earnings were also helped by a lower tax rate than the year before.

But he said that the company's financial subsidiary, Commercial Credit, reported lower earnings in the first quarter than the year before.

Earnings from Commercial Credit included a $1.6m gain from the sale of certain real estate.

A $3m bonding claim recovery was recorded during the first quarter of 1980.

The comparable results have been reclassified to conform to the current method of presentation, concluded Mr. Rogers.

Kaiser Steel withdraws from bridge building

By Our Financial Staff

KAISER STEEL, the ninth largest U.S. steelmaker, currently fighting back from heavy losses, is withdrawing from the bridge and high-rise building fabrication business because high labour costs at its structural fabricating facility have rendered the company non-competitive.

"During the past several weeks we have had a number of meetings with the United Steelworkers of America to try to find ways to eliminate the labour cost disadvantage," said Mr. James A. Maggetti, vice-president of the fabricated products group. "Unfortunately we were not able to reach an agreement with the union and are therefore forced to take this action.

"Unless economic factors change substantially, we will probably not return to this segment of the steel fabrication business," Mr. Maggetti said. "However, the fabricated products group remains firmly committed to its other fabricated and construction activities."

The structural fabricating facility at Fontana has employed as many as 400 persons but layoffs have reduced employment to about 90. "The Fontana structural fabricating plant will continue to provide construction services for the Fontana steel works as required and to do some limited specialty fabricating in support of other company facilities," said Mr. Maggetti.

In 1980 Kaiser, together with the rest of the industry, pleased the Wall Street investment community by achieving a significant upturn in profits. Earnings for the year jumped from $46.8m to $191.5m, reflecting the steadier trend of the U.S. computer durable industry and its demand for steel.

Kaiser has been selling off assets, notably its stake in Kaiser Resources, of Canada, but has been unable to attract merger partners, although it has had discussions with LTV, the U.S. steelmaker, and with Nippon Kokan of Japan.

Sacilor loss greater than expected

By Our Paris Staff

SACILOR, France's second largest steel company, suffered losses of almost FFr 2bn ($408m) in 1980 after the sudden deterioration in the market during the last six months.

The figures show a sharp downward revision in the original forecast of a deficit of around FFr 1 bn. No explanation was given for this divergence, but the company said yesterday that it had been hard hit by the combination of low steel prices and continuing reorganisation costs.

Although Usinor, the largest of the French steel companies, has not yet produced its 1980 results, it is also expected to show losses of about FFr 500m. Like Sacilor, the larger group ran into particular difficulties in the latter half of the year, having shown an encouraging performance in the first six months.

Sacilor is also to raise its 33 per cent stake in Dillingen Huette, the West German steel maker, by buying a 21.4 per cent share from Arbed, the Luxembourg group, Sacilor said. Arbed's share of Dillingen will fall to 11 per cent from 32.4 per cent.

Dillingen expects a slight profit for 1980 on turnover of around DM 2bn. Sacilor gave no financial details of the deal.

Monsanto upgrades forecasts

BY OUR FINANCIAL STAFF

PROFIT FORECASTS for the first quarter of this year have been revised upwards by Monsanto, fourth largest U.S. chemical company, but it comments that an accounting change has made a significant contribution.

"Last minute reports from our operating companies" show results to be better than expected, said the board.

Earnings for the first quarter are now expected to exceed the $164.2m of the comparable period. Results have been helped both by a turnround at the textile division from a substantial loss to a record profit, as well as by the accounting change, which involves the agricultural products operating division. But for the accounting change comment the directors, profits would have been about the same as in the comparable quarter.

The accounting change involves an alteration change in the allocation of certain marketing, administrative and technological costs for the agricultural products operating unit which will spread those costs more appropriately across the year. In prior years these were concentrated most heavily in the first quarter.

Monsanto warns that although this helps the first quarter, it will have no effect on annual results.

While final figures are not yet available, sales for the first quarter are expected to be marginally higher than 1980's $1.82bn, reflecting higher selling prices rather than increased volumes, said the board.

Both the sales and earnings projections reflect an improved outlook when compared with earlier predictions. The new forecasts are included in the S-16 registration filed with the Securities and Exchange Commission on April 7.

Setback for Owens-Corning

BY OUR FINANCIAL STAFF

A FURTHER fall in earnings in the opening quarter this year is reported by Owens-Corning Fiberglas, the world's leading manufacturer of glass fibre products. But the board stresses the effects of a batch of special factors which include currency translations, an accounting change in one of the operating divisions, and lower earnings from another. Net earnings for the quarter are down from $18.9m to $12.5m or 41 cents a share. Sales have also fallen, from $579.3m to $539.5m—an unwelcome development for Owens, whose sales edged forward throughout 1980, although earnings fell back as the U.S. housing market, which brings in more than three quarters of group profit, came under pressure.

However, the directors say that operating results for most divisions improved in the first quarter and that, without the special factors, earnings would have shown a gain of about 30 per cent.

Earnings from international operations benefited from the strengthening of the U.S. dollar against foreign currencies, but the gain from translation of foreign currency into U.S. dollars was less favourable than the first quarter last year. International operations, however, bring in only about 8 per cent of group earnings.

Forest products division results were penalised to the extent of about $5m as the result of reduced production, to allow for unscheduled boiler repairs at the company's largest lumber mill in Orange, Texas.

The mill is expected to return to full production early next month. Despite the loss of production at Orange, the division expects to have improved results for the full year.

Owens ended last year with a fall of 50 per cent in group profits to $54.3m or $1.78 a share. But this total was slightly better than the worst forecasts on Wall Street and the directors said there were signs of an improvement in the final quarter.

For the current year, Wall Street has been predicting a recovery. For the longer term, the company is thought certain to benefit from its heavy involvement in fibre glass insulation.

Peugeot close to selling Dodge stake to Renault

BY TONY DODSWORTH IN PARIS

THE PEUGEOT and Renault motor groups of France are expected to announce agreement today on a deal bringing together their commercial vehicle interests.

The link-up follows several months of unsuccessful attempts by Peugeot to interest other European truck manufacturers in its Dodge activities.

These activities, which Peugeot took over in 1978 along with the rest of Chrysler Europe, were originally earmarked for further development. But Peugeot eventually decided that it needed a stronger partner to help rationalise the Dodge factories in the UK and Spain.

Last September, M. Jean-Paul Parayre, chairman of Peugeot, announced that the company had opened talks with other motor groups, and since then it has negotiated with Daf of the Netherlands (almost reaching an agreement), Volvo of Sweden and Iveco of Italy.

Although final details of the agreement are still being hammered out, the deal will almost certainly give Renault Vehicules Industriels (RVI), the commercial vehicle subsidiary of Renault, 50 per cent of Dodge Trucks. Some Government funds may also be injected to help with reorganisation costs at Dodge.

Both RVI and Peugeot are currently going through a difficult period financially. RVI broke even last year after several years of losses, but it is not yet a healthy company. Peugeot is expected to announce a loss of at least FFr 2bn ($408m) for 1980.

The advantage to RVI of a deal lies in the Dodge position in both the British and Spanish truck markets. Although Dodge, with a turnover of around FFr 2bn and a workforce of 4,400, is one of Europe's weaker producers, its distribution networks could give RVI considerable support in its efforts to develop its European sales.

For Peugeot, the deal means both linking Dodge up with a larger group — RVI employs about 30,000 and has a turnover of FFr 9bn — and shedding the main burden for the reorganisation of the company.

Recovery trend at Dana

BY OUR FINANCIAL STAFF

EARNINGS AT Dana Corporation, the Toledo-based truck and car components manufacturer, in the first quarter show signs of the predicted recovery. The group changed on December 31 to a calendar year from fiscal years ending on August 31, but the comparable periods show an increase in earnings from $26.5m to $31.6m, or 89 cents a share, with sales at $694m against $665m.

The board comments that the current quarter includes a $7.6m gain from the sale of Wilson Manufacturing.

Dana, which makes nearly half its sales to the major motor companies, suffered badly in 1980 from the setbacks in the Detroit industry. Net income for the year fell from $164m to $96m.

European move by First City Financial

By Our Financial Staff

FIRST CITY FINANCIAL, a Vancouver-based company operated by the Belzberg family, confirmed yesterday that it is joining others to buy the two continental European banking operations of Keyser Ullmann, the London merchant bank which was itself taken over by Charterhouse Group of the UK less than a year ago.

Under a plan which is still subject to regulatory clearances, First City will take 51 per cent in a new consortium set up to acquire Holding Financier. Keyser's overseas banking business, with 35 per cent apiece to be held by RIT, the UK investment group, and by Mr. Guy Naggar, deputy chief director of Keyser. Various private interests will hold the rest of the equity.

Mixed showing at Eurobraz

By Our Euromarkets Correspondent

A FALL of 1.5 per cent in pre-tax profits last year to £6.6m ($15m) from £6.7m in 1979 is recorded by European Brazilian Bank (Eurobraz), the London-based consortium bank specialising in lending to Brazil.

Expressed in dollars, however, profits rose 6.1 per cent to $15.8m. As with many other international banks, Eurobraz receives most of its income in U.S. currency which depreciated markedly against sterling during the year.

The bank's balance sheet shows its medium term loan portfolio slipped to £312m last year from £328m in 1979, while shareholders' funds rose to £31.6m from £23.7m.

Olympia and York buys MacMillan stake

BY ROBERT GIBBENS IN MONTREAL

OLYMPIA AND York Developments, Toronto-based property and resources group owned by the Reichman family, has intervened indirectly in the contest for control of MacMillan Bloedel, of Vancouver, Canada's largest foreign products company.

Olympia plans to buy the 20 per cent holding of British Columbia Resources Investment Corporation (BCRIC) in MacMillan for C$214m in cash (US$182.2m) or C$51.25 a share, assuming no higher offer for MacMillan beyond the present C$62 a share bid from Noranda Mines materialises.

Olympia plans to tender the MacMillan shares acquired from BCRIC under the Noranda offer. In turn, BCRIC would make a clear profit of about C$50m.

BCRIC, a Vancouver investment holding company controlled by the British Columbia Provincial Government, with public participation, was outbid more than a week ago in an attempt to get 49 per cent control of MacMillan by Noranda Mines which is Canada's largest domestically-owned resource and industrial group, except for Canadian Pacific.

Selling its MacMillan stocks to Olympia will give BCRIC immediate cash, at near the maximum market level without having to take Noranda convertible stock. Proceeds would be used to repay part of its heavy debt. BCRIC has for some time been planning a capital restructuring.

Noranda has offered cash and new convertible preferred shares for 5.5m shares of MacMillan, valuing each MacMillan share at C$62. This would bring its total holding to 49 per cent of MacMillan. However, each MacMillan holder would be subject to pro-rata acceptance by Noranda.

Olympia says it has no designs on Noranda itself. It thought the C$50.25 price for the MacMillan shares held by BCRIC represented good value. Also it thinks the convertible shares it will receive when it tenders the MacMillan shares to Noranda represent good value as an investment.

Olympia says it may finish up holding some MacMillan shares because of the pro-rata aspect of the Noranda offer.

The total value of Noranda's bid is C$625m (U.S.$737.5m). Olympia is a private real estate developer in Canada and the U.S. and is diversifying into resources through Brinco and Abitibi. It won control two years ago of English Property Corporation of London, and through that company has a major stake in Trizec Corporation, a major quoted Canadian based property group.

U.S. money policy fears hit dollar Eurobonds

By Our Euromarkets Staff

FEARS OF a tighter U.S. monetary policy undermined fixed rate dollar Eurobonds yesterday, pushing down prices by as much as 2 points in some cases. Dealers said the falls were the result of professional trading activity, rather than heavy selling by investors whose activity was mainly confined to switching.

Nonetheless, the market has been unsettled by the fact that Eurodeposit rates are now some 2 percentage points above bond yields. Six-month Eurodollars traded yesterday at about 16½ per cent compared with 16 per cent on Friday.

However, the four new convertible issues announced at the end of last week held up fairly well, to be indicated at discounts of around 1½ points (midpoint).

A new floating rate note has been launched for Mexico's Comision Federal de Electricidad on the Asiadollar market. Led by Nomura Securities, the seven-year issue bears interest at ¼ per cent over London inter-bank offered rate with a minimum coupon of 5¼ per cent.

D-Mark foreign bond prices were marked down by around ¼ of a point, mainly in reaction to movements in the New York market. Dealers noticed some selling from abroad, as the dollar strengthened against the D-Mark.

Prices on the Swiss franc secondary market were mixed, losing ¼ of a point on average.

Union Bank of Switzerland has launched three new private placements. The World Bank has arranged a SwFr 50m five-year issue carrying a coupon of 7¼ per cent and priced at par. Kitagawa Iron Works has issued SwFr 20m of five-year notes on identical terms, and a five-year convertible issue for SwFr 50m was arranged for Nachi Fujikoshi, a major Japanese bearing company, with a coupon of 4½ per cent and a conversion premium of 5.06 per cent.

INI raises $350m Eurocredit

By Peter Montagnon, Euromarkets Correspondent

SPAIN'S state holding company INI is raising a $350m, eight-year credit in the Euromarkets to satisfy the borrowing needs of five of its subsidiaries. As expected the credit carries a margin of ⅝ per cent over Libor throughout.

A lead management group of seven banks has been formed and will meet today to discuss the operation. They are: Arab Banking Corporation, Banco Exterior, Banco Hispano Americano, Barclays, Fuji Bank, Manufacturers Hanover and Sumitomo.

The credit will be put into syndication despite its rather low margin, which is seen as testifying to the general market level for loans to West European borrowers rather than any new breakthrough for Spain.

A similar loan by INI last year carried a split margin of ⅝-¾ per cent over Libor.

The funds are all earmarked for loss-making concerns in the INI group except for Enagas, the state gas utility, which will receive $100m. Of the rest, Ensidesa, the steel concern, will receive $90m, Seat the automotive concern $65m, Astilleros Espanoles, the shipbuilders, $60m and Enasa, the truck manufacturer, $35m.

The credit was originally expected to carry a split ⅝-¾ per cent margin, although it became clear last week that INI would be able to clip the terms to ⅝ per cent throughout.

Part of the attraction of lending to Spain for international banks lies in Spanish regulations linking the amount of peseta business local branches can undertake to the amount lent into Spain in the form of dollar credits.

U.S. QUARTERLIES

FIRST OHIO BANCSHARES	1980	1981
First quarter	$	$
Net profits	1.93m	1.48m
Net per share	1.54	1.18

INTERCO	1980-81	1979-80
Fourth quarter	$	$
Net profits	38.5m	33.4m
Net per share	2.36	2.24
Year		
Net profits	124.3m	106.7m
Net per share	7.61	7.35

IRVING BANK CORPORATION	1981	1980
First quarter	$	$
Net profits	27.83m	20.86m
Net per share	3.16	2.37

LANIER	1980-81	1979-80
Third quarter	$	$
Revenue	72.5m	66.8m
Net profits	7.3m	4.2m
Net per share	0.98	0.57
Year		
Net profits	17.2m	11.4m
Net per share	2.32	1.54

NATIONAL DETROIT CORPORATION	1981	1980
First quarter	$	$
Net profits	18.67m	13.19m
Net per share	1.33	1.57

Mexican banks go abroad to bridge the peso gap

BY WILLIAM CHISLETT IN MEXICO CITY

MEXICO'S COMMERCIAL banks, attracted by the excellent business already transacted by foreign bankers with the country's credit hungry private sector, are rapidly opening up offices overseas to raise funds for lending on to their corporate customers at home.

The country's four leading banks—Bancomer, Banamex, Banca Serfin and Multibanco Comermex—now have a range of branch facilities in London and Los Angeles and agencies in New York.

The reasons behind the moves by Mexico's banks to open up sources of funds overseas run in two strands. On the one hand, Mexico's new oil wealth has raised the country's credit ratings to such a level that loan spreads on public sector borrowings are becoming less attractive to foreign banks.

And on the other hand, competition in the private sector for internal funding has driven the effective rate on short term loans up to between 35 and 40 per cent. Even at these rates, the private sector, whose confidence is also fuelled by the country's underlying oil wealth, is finding it hard to satisfy its loan needs from domestic sources. This shortage of pesos is encouraging more Mexican companies to seek U.S. dollar funds.

A combination of the two factors has encouraged Mexican banks to concentrate on lending to the private sector, where profits are so attractive, and then to open offices abroad where they can raise the dollar funds for lending on to Mexican industry.

Mexico's private sector foreign debt increased from $7.1bn at the end of 1978 to $15bn at the end of 1980. In the same period, public sector external debt rose only from $26.2bn to $33.8bn, proportionately a smaller increase.

According to banking sources, at the end of 1980 the top four Mexican banks had tapped a total of $5.7bn from international markets.

Bancomer, the leading bank, obtained $2.8bn, Banamex $1.5bn, Comermex $847m and Banca Serfin about $550m.

Most of the money raised abroad is lent by the banks to companies in Mexico, used in money market operations—itself a profitable and new exercise for Mexican banks—or loaned to other Latin American countries.

Comermex, for example, lent about 90 per cent of its $847m to companies in Mexico,

To satisfy the credit hungry private sector, Mexico's leading banks are now actively searching for foreign sources of funds.

whereas Bancomer brought home only about 30 per cent of its $2.8bn.

While the initial outlay to expand abroad has been costly, business has been so brisk that Comermex claims it has broken even on each of its overseas ventures nine months after starting.

There are advantages and disadvantages for both the banks and the Mexican companies. Mexican banks are the only banks allowed to make mixed peso and dollar loans inside Mexico. This is an important factor for companies in an inflationary economy like Mexico's, where there is always the threat of a devaluation and companies want to spread their risk.

Mexican banks, on the other hand, force relatively severe restrictions on corporate loans. No Mexican bank is permitted to have loans outstanding with a company for more than the equivalent of 500m pesos ($21.7m). In the case of holding companies, the limit applies to each separate sector.

Foreign banks, on the other hand, have country lending limits.

The Finance Ministry is now studying an increase in the total sums that Mexican banks can lend.

As Mexican banks expand abroad, the question of reciprocity could arise. At the moment, the activities of foreign banks in Mexico are confined to establishing representative offices.

Two years ago, a law was approved which allowed foreign banks in principle to turn these offices into offshore branches, but the regulations governing the law have still not been drawn up.

The regulations are the subject of political infighting and opposition from Mexican banks. It is understood that offshore branches in Mexico would not be allowed to make loans inside the country.

Foreign bankers do not envisage Mexico being on a rival footing, with nearby offshore centres like Panama.

Citibank, however, is exempt from the present law and is allowed to deal with the public, although it cannot offer time deposits. This was its reward for staying in Mexico during a turbulent period when other foreign banks pulled out.

If the issue of reciprocity ever did become a serious one, Mexican banks would close their overseas operations, according to a senior Mexican banker. Mexican banks are firmly opposed to competition from foreign banks for peso deposits.

The reciprocity issue, however, has not so far impaired the development of Mexican banks abroad and is not viewed as a serious obstacle to continuing expansion.

FT INTERNATIONAL BOND SERVICE

The list shows the 200 latest international bond issues for which an adequate secondary market exists. For further details of these or other bonds see the complete list of Eurobond prices which will be published next on Wednesday, May 13. Closing prices on April 13

U.S. DOLLAR STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Amer. Air 15⅛ 86 (WW)	55	99¼	99¾	−0¼	+0¼	15.39
Amoco 13½ 88	75	94½	95	−0⅜	−1	14.48
CIBC 14½ 84	185	99⅜	99⅞	−0⅜	−0⅞	14.65
CNE 12⅞ 91	100	90⅜	90⅞	−1⅛	−1⅞	14.58
Citicorp O/S Fin. 10 86	300	84½	85	−0¼	−0½	14.31
Citicorp O/S Fin. 12 87	200	90¼	90¾	−0⅝	−1⅛	14.29
Con. Illinois O/S 9¾ 86	150	81⅝	82⅛	−1⅜	−2¼	14.96
Dupont Canada 13½ 91	65	93⅞	94⅜	−1⅝	−2⅞	14.64
EEC 11 95 (May)	75	80¼	80¾	−1⅛	−1⅛	14.27
EEC 11 95 (August)	70	79	79½	0	0	14.49
EIB 12¾ 89	75	91	91½	—	—	14.68
Eldorado 13½ 86	50	95⅜	95⅞	+0¼	−0⅛	14.54
Elec. de France 10 88	125	81⅜	82⅛	0	−0⅛	14.14
Elec. de France 13 88	125	94⅛	94⅝	−0¼	−1⅛	14.32
Export Dv. Cpn. 9½ 88	150	83⅜	83⅞	+0⅞	0	14.46
Fed. Bk. D 12¼ 85 (N)	40	93½	94	+0⅛	+0¼	14.13
Fin. Exp. Credit 10½ 85	50	85⅞	86⅜	−0½	−0½	15.14
Finland, Rep. of 9½ 86	100	81¾	82¼	−0¼	−0¼	14.90
Ford Credit O/S 14⅝ 83	150	98¼	98¾	−0⅝	−1	15.24
Ford Cr. O/S Fin. 16 84	150	102	102½	−0½	−1⅛	14.90
Gaz de France 13½ 86	80	97⅛	97⅝	−0½	−0⅞	14.25
GMAC O/S Fin. 12 87	100	87¾	88¼	−1¼	−1⅞	14.97
GMAC O/S Fin. 12⅞ 88	100	90⅞	91⅜	−0⅜	−1⅛	15.01
Gen. Mtrs. O/S 11⅜ 87	100	88⅛	88⅝	−0⅜	−0¼	14.55
Genstar 14½ 91	50	97½	97⅞	−0⅛	0	15.28
GTE Fin. 13¾ 86 (WW)	50	98	98½	−0½	0	14.22
Hudson's Bay 11½ 90	75	83⅝	84⅛	−1⅞	−2¼	14.80
IBM Wld. Trade 12½ 86	200	94⅞	95⅜	−0⅜	−0½	13.61
Newfoundland 13½ 90	60	93⅞	94⅜	−1½	−2	14.70
Nova Scotia 10¾ 90	50	80⅜	80⅞	−0⅞	−0⅞	14.68
OKB 10 85	50	85⅛	85⅝	−1⅛	−1	14.46
Ontario Hydro 13½ 91	100	95⅛	95⅝	−0⅛	−0⅛	14.38
Quebec Hydro 11½ 92	100	82⅝	83⅛	−1⅛	−2⅛	14.69
Queb. Hy. 13 91 (WW)	100	90½	91	−1⅛	−1⅝	14.82
Revlease 11¾ 85	50	90⅛	90⅝	−0⅛	+0⅝	14.44
SNCF 12⅛ 85	50	94⅞	95⅜	−0⅜	−0⅝	14.00
SNCF 13 91	75	92	92½	−1⅛	−1½	14.50
Sth. California Ed. 14 87	50	96⅞	97⅜	−0½	−0¼	14.75
Sven Handelsbk 13¾ 86	45	94½	95	−0⅛	−0⅞	15.01
Sweden 12⅜ 85	150	93¼	93¾	−0⅜	−1¼	14.40
Swed. Ex. Credit 12 83	50	94⅛	94⅝	−0½	−0⅛	14.78
Swed. Ex. Credit 13 86	75	92½	93	−1⅛	−1⅝	15.20
Tribune O/S Fin. 14 86	60	97¼	97¾	−0⅜	−0⅞	14.72
World Bank 9⅜ 85	200	86¼	86¾	−0⅜	−1	14.23
World Bank 10¾ 87	300	83	83½	−1½	−2⅛	14.51

Average price changes... On day −0⅜ on week −1

DEUTSCHE MARK STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Asian Dev. Bk. 8⅜ 90	100	90⅜	90⅞	−0⅜	−1¼	9.94
Australia 6¾ 90	250	94⅝	95⅛	+0⅛	−0⅛	6.94
Austria, Rep. of 8¼ 92	150	89½	90	+0¼	+0¼	9.76
CECA 7⅞ 92	150	87½	88¼	+0½	0	9.66
CECA 10 91	120	101⅞	102⅜	−0¼	−0⅛	9.63
Cii-Honeywell 6¾ 90	125	90⅞	91⅜	−0½	0	8.64
EIB 8½ 90	200	91⅜	91⅞	−0½	−0½	9.90
EIB 10½ 91	200	101⅝	102⅛	−0½	−0⅜	10.17
ESCOM 9¼ 87	100	94½	95	−0⅛	0	10.40
Ibarduero SA 9 90	100	93⅝	94⅛	0	−0½	10.01
Ind. Bk. Finland 8½ 90	50	89⅝	90⅛	−0⅛	−0⅝	10.17
Int.-Amr. Dv. Bk. 10 91	100	99⅝	100⅛	−0¼	−0⅜	10.03
Japan Air Lines 6⅛ 87	100	92⅝	93⅛	−0⅛	+0⅛	9.59
Japan Dev. Bank 7⅝ 87	100	89⅝	90⅛	−0¼	−0¼	9.79
Kobe, City of 8 90	100	90⅝	91⅛	0	+0⅛	9.54
Midland Int. Fin. 8½ 90	180	92⅜	93⅛	−0¼	−0¼	9.68
Nuclebras 9⅜ 88	100	88⅝	89⅛	0	+0¼	12.10
OKB 8¼ 92	150	88⅝	89½	−0⅝	−0⅝	9.89
Oslo, City of 8¾ 90	80	95⅝	96⅛	+0⅝	+0⅛	9.47
Venezuela, R. of 9¾ 90	150	94½	95¼	−0¼	+0⅛	10.61
World Bank 8 90	700	87⅞	88⅜	−0½	−1	9.98
World Bank 10 86	150	101⅝	102⅛	−0⅛	0	9.45
World Bank 10 90	200	101	101½	−0⅛	−0½	9.76

Average price changes... On day −0¼ on week −0⅜

SWISS FRANC STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Austria, Rep. of 5⅜ 90	100	90⅛	90⅝	−0⅜	−2⅛	6.77
BFCE 6½ 91	100	100⅞	101⅛	+0¼	−0¼	6.38
Bayer Int. Fin. 5¾ 92	100	91⅜	91⅞	+0⅜	−0⅜	6.28
Bergen, City of 6 90	50	95½	95⅞	−0⅜	+0½	6.65
Buhrm'-Tetterode 7 90	40	101	101¼	−0⅜	−0¾	6.83
Copenhagen Tele 5¾ 90	60	90	90⅛	−1⅛	−1½	7.22
Denmark 5¾ 90	80	90⅛	90½	0	−1⅜	7.21
Dome Petroleum 5¾ 91	100	95	95¼	−0¼	0	6.43
Elec. de France 5¼ 90	100	91⅛	91⅜	−1⅛	−2⅛	6.51
Eurofima 5¼ 92	80	98½	98¾	−0⅛	−0⅜	5.91
F. G. H. Hypo. Bk. 6 90	50	†95½	96	+1	−0½	6.63
Finland, Rep. of 5½ 90	80	†89	89¼	−1⅛	−1⅛	7.26
Int.-Amer. Dev. 7 90	80	99⅝	99⅞	−0⅜	−1⅛	7.04
Japan Dev. Bank 5¼ 90	100	94½	95	−0⅞	0	6.50
Jutland Tele 5½ 90	50	†90	90½	0	−0¼	7.01
Mt. Blanc Tunnel 5½ 90	60	†92	92½	−0⅛	−0¼	6.63
Newaq 5¾ 90	80	85½	85¾	−0¼	+0¼	6.39
Norges Komm. 4⅜ 91	100	84¼	84½	+0¼	0	6.47
OKB 6 90	100	94½	94¾	+0¼	−1⅛	6.82
Oslo, City of 4⅞ 91	100	80¼	80½	+0⅛	−0⅛	7.08
Oslo, City of 5⅞ 90	80	92¾	93	−0½	+0⅛	6.92
Philips Lamps 5¼ 92	100	90⅛	90⅜	−1½	−1⅛	6.46
Sekisui Pre. Hms 6 90	80	96⅞	98½	0	−1	6.53
Trade Dev. Fin. 6⅛ 90	50	95¼	95⅜	−0¼	+0⅛	6.78
Voest-Alpine 5⅞ 90	80	91½	91⅜	−1½	−1½	6.88
World Bank 6 91	100	94	94⅜	0	−0⅜	6.84

Average price changes... On day −0⅜ on week −0⅛

YEN STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Australia 5.6 83	30	93⅛	94⅛	0	+0⅛	8.50
Australia 6½ 88	20	87¼	88¼	+0⅛	+0½	8.92
EIB 7⅝ 89	12	93⅜	94½	−0⅛	−0⅛	8.80
Finland 5.6 83	10	92⅝	93¼	+0¼	+0½	8.63
Finland 6.8 88	10	87⅝	88⅝	0	−0⅛	9.17
Finland, Rep. of 8⅜ 87	15	98⅝	99⅝	+0½	+0⅛	8.56

Average price changes... On day +0⅛ on week +0⅛

OTHER STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Bell Canada 10⅞ 86 C$	60	90⅛	90⅞	0	−0¼	13.26
CIBC 13½ 85 C$	50	96⅞	97⅜	+0⅛	−0¼	14.41
CIBC 11½ 85 C$	60	90⅜	91⅛	0	0	14.51
Federal Dev. 11½ 90 C$	60	†84	85	−0¼	−1	14.63
Fst. Can. Inv. 10 84 C$	50	†87¼	88	−0½	−1	15.30
R. Bk. Canada 10 85 C$	40	91½	92½	+0⅛	0	12.19
Tordom. Cpn 13½ 85 C$	30	†96¼	97½	−0¼	−0¼	14.45
Mt. Bk. Dnmk. 9 91 EUA	25	90½	91½	+0½	−0½	10.40
SOFTE 8¼ 89 EUA	40	85¼	87¼	+0½	0	10.36
U. Bk. Nrwy 9½ 90 EUA	18	97	98⅛	+0½	+0¼	9.91
Algemene Bk 10½ 86 Fl	60	96⅛	97½	−0¼	−0½	11.10
Bk. Mees & H. 10 85 Fl	75	97⅛	97⅝	+0⅛	−0¼	10.75
Heineken NV 10 87 Fl	100	94⅞	95⅜	−0⅛	−0½	11.10
Nat. Nedrindn. 10 85 Fl	60	95	95½	0	+0⅛	11.01
Ned. Midd. Bk. 10 85 Fl	75	98	98½	−2¼	−0½	10.48
Pierson 10¾ 86 Fl	50	96⅞	97½	−0½	−0⅞	11.03
Aero Paris 13⅞ 87 FFr	150	93⅜	94⅜	−0⅝	−0¼	14.55
Charb'nages 13⅞ 85 FFr	400	98⅜	99⅜	+0⅛	+0⅛	14.16
CECA 14¾ 86 FFr	150	99⅜	100⅜	0	+0⅛	14.17
EIB 14⅛ 86 FFr	300	98½	99½	+0½	+0⅛	14.32
Gaz de France 11 84 FFr	150	91⅛	92⅛	+0½	0	13.93
La Redoute 14¾ 85 FFr	125	95¼	96¼	+0⅞	−0½	15.65
OKB 14 86 FFr	400	98⅛	99⅛	−0¼	−0⅛	14.30
Solvay et Cie 14¾ 86 FFr	200	102¼	103¼	0	+0½	13.96
Utd. Mex. Sts. 14 85 FFr	150	96⅜	97⅜	0	0	14.90
Acona 14 85 £	20	95⅞	96⅝	+0⅛	+0⅛	15.11
Beneficial 14¼ 90	20	93	93½	−0⅛	+0⅛	15.60
BNP 13⅜ 91 £	15	95⅞	96⅜	−0½	0	14.20
CECA 13½ 88 £	20	96½	96⅞	−0⅛	0	14.24
Citicorp O/S 13½ 90 £	50	95⅞	96½	−0⅛	+0½	14.27
Fin. Exp. Cred. 13⅜ 86 £	15	97⅛	98¼	+0⅛	0	14.37
Gen. Elec. Co. 12¾ 89 £	50	93⅝	94⅛	+0½	+0⅛	13.81
Hiram-Walker 14⅛ 86 £	25	97⅜	98⅛	—	—	14.83
Privatbanken 14½ 88 £	12	96⅝	97⅛	—	—	15.26
Rothschild 14¼ 90 £	12	97	97½	−0¼	−0⅛	14.77
Royal Trustco 14 86 £	12	98⅞	99⅜	−0½	+0⅛	14.27
Swed. Ex. Cr. 13⅜ 86 £	20	97⅜	98⅛	−0⅛	−0⅛	14.35
Banobras 8¼ 90 KD	7	†91½	92	0	0	9.66
CCCE 8½ 91 KD	10	†83¼	84¼	+1¼	+1¼	10.83
Sonatrach 8½ 90 KD	12	†94½	95½	+0⅛	+0⅛	9.35
Akzo 9¾ 87 LuxFr	500	83⅜	84⅜	0	+0⅛	12.37
Euratom 9⅞ 86 LuxFr	500	86½	87½	−0⅛	+1	12.77
Eurofima 10½ 87 LuxFr	500	90	91	+1⅛	+2½	12.63
EIB 9⅜ 88 LuxFr	600	87½	88½	+0⅛	+2	12.45
Volvo 9⅜ 87 LuxFr	500	85½	86½	+1⅛	+3⅛	13.03

FLOATING RATE NOTES	Spread	Bid	Offer	C.dte	C.cpn	C.yld
Allied Irish Bank 5½ 87	0¼	98⅝	99⅛	2/7	16½	16.77
Bank of Montreal 5¼ 90	†0¼	99½	100	18/6	19½	19.55
Bank of Tokyo 5⅜ 89	†0⅛	98⅝	99⅛	25/4	19.31	19.51
EBL Int. 5 86	0¼	99⅛	99⅝	20/5	16½	16.58
Bergen Bk. A/S 6 89	‡0¼	†98⅞	99⅜	29/5	17⅛	17.28
BNP 5½ 86	‡0⅛	99⅛	99⅝	29/4	18.69	18.76
CNT 5¾ 85	§0⅛	99⅜	99⅞	16/4	13½	13.30
Christiania Bk. 5½ 91	‡0¼	97½	98	5/5	17⅛	18.15
Citicorp O/S F. 84	‡0	98⅞	99⅜	30/4	15.44	15.57
C. Itoh 5¼ 87	0⅜	98⅝	99⅛	18/9	15.44	15.59
Co-operative Bk. 6 86	0⅛	97⅜	97⅞	15/5	15¼	15.53
Den Norske Credit 6 90	‡0½	98⅛	98⅝	5/5	17¾	18.02
Genfinance 5¼ 87	0¼	99⅛	99⅝	30/4	15⅛	15.22
Giro und Bank 5¼ 91	‡0½	97½	98	23/6	14.06	14.39
GZB 5½ 89	‡0⅛	98⅞	99⅜	1/5	17⅝	18.03
Ind. Bank Japan 5⅞ 87	0¼	99⅛	99⅝	15/4	13.31	13.40
Ind. Bank Japan 5¼ 86	0½	98⅞	99½	9/10	16.44	16.58
Lloyds Eurofin 8 90 £	0¼	97	97½	3/7	14½	14.97
Lloyds Eurofin 5¼ 92	0⅛	98¼	98¾	4/5	17⅛	17.51
LTCB Japan 5¼ 86	0⅛	100	100½	13/6	20.13	20.14
Man. Hanov. O/S 5¼ 94	‡0⅛	98⅛	98⅞	30/5	17	17.24
Midland Intl. Fin. 5¼ 92	0⅛	98¼	98¾	5/6	17.19	17.45
Nacional Fin. 6¼ 86	0⅛	99⅛	99⅝	25/7	17⅜	17.84
Nacional Fin. 5½ 88	0⅛	97⅝	98⅛	25/9	14⅞	15.20
Nat. Bk. Canada 5⅜ 88	0⅛	97⅝	98⅛	24/9	5¼	5.36
Nat. West. 5¾ 94	§0½	97⅜	98⅛	14/4	13½	13.57
Nat. West. 5¼ 92	§0⅛	97¾	98½	22/4	13.69	13.95
Pemex 6 91	0⅛	97½	98	8/4	6	6.14
Sparebanken 6 87	0¼	99½	100	19/6	19⅞	19.92
Standard Chart. 5¼ 90	0¼	99¼	99¾	3/9	17.06	17.15
Svenska Hndlsbk 5 87	0¼	99½	99⅞	15/7	17.81	17.88

Average price changes... On day −0⅛ on week −0⅛

CONVERTIBLE BONDS	Cnv. date	Cnv. price	Bid	Offer	Chg. day	Prem
Bow Valley Inv. 8 95	4/81	23.12	98⅛	100⅛	0	23.13
Canon 6¾ 95	1/81	829	127⅞	128⅞	+4	7.25
Credit Suisse 4⅜ 93	10/79	1276	95	96	−0⅜	2.95
Digicon Fin. 8½ 95	10/81	29.5	106	107½	−0⅞	4.52
Ina Overseas 8⅜ 2000	4/81	42	104	105	−1	2.36
Inchcape Ltd. 8 95	2/81	4.55	93	94	−2⅛	1.40
Jaccs 7½ 95	11/80	565	131⅛	132¼	−0½	17.32
Kotobukiya Co. 7 96	4/81	619	100⅝	101⅝	−0½	−5.56
Marion Int. Fin. 9 95	12/80	16.5	88	89	+0½	27.60
Matsushita El. 7½ 95	11/80	590	112¼	113¼	+0⅜	−0.14
MEPC 8¼ 96	2/81	2.47	98	99½	−0⅞	10.89
Niigata Eng. 7½ 96	1/81	327	106¼	107¼	−0½	13.26
Nissho-Iwai Co. 8 96	10/80	398	83	84	−1⅛	1.76
Ricoh 6⅞ 95	8/80	604	118⅛	119½	+0⅜	2.40
Sumitomo M. Ind. 7 95	2/81	181	127	128	+0⅞	1.33
Swiss Bk. Cpn. 6¾ 90	9/80	200	82	84	0	19.91
Taylor Woodrow 8¼ 90	1/81	4.94	104½	105½	−1½	−0.32
Tokyu Land Cpn. 7¾ 96	4/81	325	101½	102½	−0½	1.32
Transco Int. 8¾ 95	2/81	68	88¼	89½	−0⅜	32.10
Tricorp 8½ 95	12/80	31.25	93½	94½	−0⅞	19.29
Union Bk. Switz. 5 89	2/80	121.4	80	82	−0¼	−7.18
Fujitsu 5 84 DM	7/79	431.5	153	154	−0⅜	−2.45
Sharp Cpn. 6½ 88 DM	9/80	595	157½	159½	+0⅜	−0.97
Uny Co. 6½ 85 DM	11/79	879.3	107½	108½	+0⅞	1.97

* No information available—previous day's price.

† Only one market maker supplied a price.

Straight Bonds: The yield is the yield to redemption of the mid-price: the amount issued is in millions of currency units except for Yen bonds where it is in billions. Change on week = Change over price a week earlier.

Floating Rate Notes: Denominated in dollars unless otherwise indicated. Coupon shown is minimum. C.dte = Date next coupon becomes effective. Spread = Margin above six-month offered rate (‡ three-month; § above mean rate) for U.S. dollars. C.cpn = The current coupon. C.yld = The current yield.

Convertible Bonds: Denominated in dollars unless otherwise indicated. Chg. day = Change on day. Cnv. date = First date for conversion into shares. Cnv. price = Nominal amount of bond per share expressed in currency of share at conversion rate fixed at issue. Prem = Percentage premium of the current effective price of acquiring shares via the bond over the most recent price of the shares.

Swedes to join forces in building materials

By William Dullforce, Nordic Editor, in Stockholm

PLANS BY three Swedish companies to reorganise their building materials activities will affect companies in West Germany and Britain.

Swedish Match, ASSI, the state-owned paper and board company, and Södra Skögsagarna, the pulp and paper concern owned by the southern Swedish forest owners, propose to merge or exchange about a dozen units making cardboard, particle board, kitchen furnishings and other prefabricated parts with combined sales of around *Skr 1bn ($220m).*

ASSI, which is expanding in cardboard manufacturing, will take over the major part of FS-Karton, a Swedish-owned match company in West Germany producing about 130,000 tons a year of cardboard for packaging. The takeover is conditional on agreement being reached for cardboard deliveries from ASSI to Swedish match companies in West Germany and Sweden.

The three companies propose to merge their particle board operations into a jointly owned company which would incorporate Weyroc, a British subsidiary of Swedish Match. The new company would account for about 35 per cent of Swedish particle board capacity. The industry has experienced low profitability for several years.

Marbodal, a manufacturer of kitchen furnishing within the Swedish Match group, would acquire Kalmar Interior, an ASSI subsidiary. The takeover is aimed at achieving product rationalisation and economies of scale.

ASSI plans to close its door factory, which has incurred substantial losses in recent years, and to transfer its sales company to Swedish Match, where door operations performed disappointingly last year. The two groups will also study the possibilities of merging their window operations.

The Swedish building materials industry faces a structural crisis, Swedish Match says in a communique on the proposed mergers. To adjust the industry to the decline in housing construction and to secure the future of the Swedish production units, extensive export operations have to be developed, it adds.

GERMAN BUILDER'S OVERSEAS EXPANSION

Holzmann pays $26m for U.S. group

BY KEVIN DONE IN FRANKFURT

PHILIPP HOLZMANN, one of West Germany's biggest construction groups, has succeeded in its bid to take over Lockwood Greene, the U.S. engineering company.

It is paying $26m to acquire 70 per cent of the ordinary shares and at least 97.8 per cent of the preference shares of the U.S. company, which is based in Spartanburg, South Carolina.

Lockwood Greene specialises in the planning and engineering of large-scale process plants and has more than 1,000 employees in Spartanburg, New York, Dallas and Atlanta.

The acquisition is a further step in Holzmann's overseas expansion, which is bringing the German group an increasing involvement in the U.S.

Two years ago it made its first major move into the U.S. market with the $75m takeover of the J. A. Jones construction group. Last year the Jones group accounted for DM 1.57bn ($729m) of the Holzmann group's total construction activity of DM 6.2bn.

Holzmann's bid for Lockwood Greene was for 70 per cent of the ordinary shares and all the preference shares. The offer was due to run out tomorrow but offers to sell 90.7 per cent of the ordinary equity and 97.8 per cent of the preference shares have already been received.

Holzmann is financing the takeover from its own available funds. The annual turnover in engineering fees of Lockwood Greene corresponds to a planning contract volume of $1.2bn.

Last year Holzmann raised DM 45m from its shareholders in its first rights issue for three years to help fund its overseas expansion, and at the same time it created another DM 25m authorised capital for future capital raising actions but no new rights issue is planned thi[s] year.

The Jones group and Loc[k]wood Greene have had clos[e] business contacts for man[y] years, but Holzmann said yeste[r]day that it plans to run th[e] companies independently an[d] will continue with the prese[nt] management of Lockwoo[d] Greene.

Holzmann's overseas buildin[g] activities have expanded rapid[ly] in recent years as the positi[on] in the domestic mark[et] tightened. Last year DM 3.87b[n] of the group's total buildin[g] activity of DM 6.2bn came fro[m] outside West Germany.

Hoechst loses $10m in U.S.

BY OUR FRANKFURT STAFF

HOECHST OF West Germany, one of the world's biggest chemicals companies, ran up losses of $10m at its main U.S. subsidiary, the American Hoechst Corporation, last year compared with net profits of $30m in 1979. The deficit has contributed to a 10 to 15 per cent fall in the Hoechst group's pre-tax profits worldwide.

The loss in the U.S. comes at a time when Hoechst is investheavily to build up its position in the U.S. market. In the five years to 1984 it is planning capital investment of $750m and spending could go well over $1bn if it succeeds in its aim of boosting further its sales through acquisitions.

Sale by American Heochst rose by 14.6 per cent to $1.29bn during the year. In 1979 sales totalled $1.17bn but included Foster Grant, the sunglasses manufacturer, which was transferred to the parent company in West Germany at the end of that year.

Hoechst said the loss was caused by a combination of high interest costs, the generally weak economy, increased expenditure for research and the high start-up costs for its $180m petrochemicals complex commissioned in Bayport, Texas last year.

Research and development expenditure increased last year by nearly 25 per cent to $51m. Mr. John Brookhuis, president of Hoechst's U.S. subsidiary, said that the company's strategy "puts priority on investing today for long-term profit rather than emphasising quick profits."

R and D costs in the company's U.S. health care businesses totalled $30m, or 18 per cent of turnover. The company's progress in the U.S. has been hampered by the delays in gaining registration approval from the U.S. Food and Drugs Administration for several pharmaceuticals which the Hoechst group is already selling successfully in other countries.

The company has just received approval, however, for the marketing of Claforan, a third generation cephalosporin antibiotic, sales of which will begin later this month. Five other drug applications are awaiting FDA review.

Mr. Brookhuis said the company was aiming to introduce one major drug every five years and to double pharmaceuticals sales by 1985. Health care products turnover totalled $164m last year.

Brostrom goes deeper into the red

By Westerly Christner in Stockholm

BROSTROM SHIPPING Company, the Swedish shippin[g] group, reports a pre-tax loss o[f] SKr 70m ($15m) for 1980, compared with a SKr 67m defici[t] in 1979. This was despit[e] higher operating earnings las[t] year. The Board propose[s] passing the dividend for th[e] fifth consecutive year.

Operating profits last yea[r] amounted to SKr 284m, a[n] increase of SKr 23m. Howeve[r] there was a SKr 35m deteriora[tion] in the net figure to a los[s] of SKr 232m, attributed t[o] larger debts incurred an[d] higher interest rates.

For the current year as [a] whole management forecasts a[n] improvement over the 198[0] result, "but full coverage o[f] capital costs cannot b[e] attained."

The liner division, which wa[s] bit last year by freight strike[s] continued to show an earning[s] recovery from 1979. The tren[d] has continued into the start o[f] this year, the company said.

Astra sees advance

By Our Stockholm Staff

ASTRA, the Swedish pharm[a]ceuticals group, will continu[e] its strategy of market and pr[o]duct consolidation and conce[n]tration on its original product[s] Mr. Ulf Widengren, the mana[g]ing director, says in the 198[0] annual report.

For this year as a whole, h[e] predicts pre-tax profit will to[p] 1980s' SKr 181m by betwee[n] 13 and 19 per cent. Consol[i]dated sales are expected to ris[e] 12 to 14 per cent from la[st] year's SKr 1.98bn ($425m).

Group investments this yea[r] are expected to reach SKr 240[m] in Sweden and about SKr 130[m] abroad, of which about 50 pe[r] cent would take place in th[e] U.S. In 1979, investment[s] climbed to SKr 234m, of whic[h] SKr 142m occurred abroad.

Last year SKr 309m went t[o] research and development, a 2[…] per cent increase. Several pr[o]ducts "are coming closer t[o] market introduction," M[r.] Widengen says.

Dutch paper makers in talks

BY CHARLES BATCHELOR IN AMSTERDAM

BUEHRMANN - TETTERODE (BT), the Dutch paper, packaging and trading group, is holding talks aimed at the takeover of the smaller board manufacturer, Dollard Karton. The two companies hope to reach agreement within a few weeks.

Dollard had turnover of Fl 36m ($13m) in the year ended last August and net profit of Fl 1.8m. It employs 161 people and has annual production of around 40,000 tonnes of packaging board.

The absorption of Dollard by BT would lead to an increase of 50 per cent in BTs own packaging board capacity. BT has two packaging board plants as well as one making book binders' board.

The takeover talks are the result of long-standing commercial links between the two companies. In 1978, as part of the Dutch Government's reorganisation plan for the industry, BT assumed responsibility for Dollard's future and signed a contract to buy a share of its annual production.

Faced with the choice of renewing the contract, which expires in September, or absorbing Dollard fully, BT opted for the latter. Dollard is at present owned by about 100 farmers, who initially set up the company as a co-operative to make straw-based board.

BT is the most widely diversified of the Dutch paper and board companies. It had a net profit of Fl 46.2m ($19.42m) on turnover of Fl 2.6bn in 1980.

Kymi Kymmene improves earnings and dividend

BY LANCE KEYWORTH IN HELSINKI

KYMI KYMMENE, one of Finland's largest industrial conglomerates, advanced earnings by 51 per cent last year to FM 29.9m ($7.8m) from FM 19.8m in 1979. The company is maintaining its 10 per cent dividend.

Net sales grew 17 per cent to FM 2.02bn in 1980, of which 74 per cent were overseas.

The company increased its production of paper and paperboard from 831,548 tonnes in 1979 to 864,916 tonnes in 1980. Capacity was fully utilised in all four divisions of the company: paper, primary resources, (pulp, power, sawn goods), engineering and chemicals.

As a part of its rationalisation strategy last year Kymi sold its petrochemical interests in Finland and its share in Eurocan (forest products) in Canada. Its fully-owned British subsidiary, Star Paper, took over Wolvercote paper mill during the year.

Investment in 1980 was limited to essential modernisation of old plant and improvement of profitability. But Kymi plans to add a new paper machine to its Kuusankoski complex in Finland. The unit will have a production capacity of 140,000 tonnes of wood-free paper a year and is costed at FM 600m.

Hagemeyer to double payout

By Our Amsterdam Correspondent

HAGEMEYER, the Dutch tra[d]ing group, has announced [a] sharp improvement in its 198[0] profit and proposes doubling i[ts] dividend payment. The im[]proved result reflects the r[e]organisation programme whic[h] brought the company back int[o] the black in 1979 from th[e] previous year's loss.

The group raised its net prof[it] to Fl 8.3m ($3.5m) from Fl 3.6[m] the year before on sales whic[h] were 16 per cent higher [at] Fl 2.06bn ($873m). It propos[es] paying a cash dividend [of] Fl 2.40 per Fl 20 nominal shar[e] compared with Fl 1.20.

Most of the improveme[nt] came in the second half of th[e] year, when the company made [a] net profit of Fl 7.2m.

The share of third parties i[n] profits fell to Fl 1m fro[m] Fl 4.5m. Profit per share ro[se] to Fl 5.64 from Fl 2.48.

SGI-Sogene in the black

BY JAMES BUXTON IN ROME

SGI-SOGENE, successor to the Societa Generale Immobiliare group which came close to collapse in 1974 when Sig. Michael Sindona's empire crashed, made a modest profit last year, the first for 10 years.

The group, which was rescued by a Roman consortium of construction companies in 1977, reported a net profit of just under L2bn ($1.87m) for 1980. This compares with a net loss of L1.35bn in 1979. Losses had declined steadily each year from L88.3bn in 1975.

The group, which is involved in property, construction and prefabrication construction materials, attributes its turnround to different factors including an internal reorganisation, which resulted in SGI-Sogene becoming a holding company last year giving greater automony to subsidiaries, and to the reduction in indebtedness helped by a capital increase.

As part of a policy of concentrating on construction and real estate, the company last year sold its 45 per cent stake in Ciga-hotels, the luxury hotels group, and in other companies considered extraneous.

Spanish bank takeover

By Robert Graham in Madrid

SPAIN'S state-controlled Banco Exterior, primarily concerned with export finance, is to acquire a majority stake in the ailing Banco Rural y Mediterraneo, itself controlled by state and para-state interests.

The takeover will be through a 50 per cent reduction in Rural's Pta 1.5bn ($17m) capital and a subsequent new injection of Pta 3.9bn to refloat the bank. At present 52 per cent of the shares are held by the AISS, a trade union institution and 39 per cent by the state Patrimony Office controlled by the Finance Ministry. The remaining shareholders are private.

With AISS and the Patrimony Office waiving their share subscription rights, Banco Exterior will end up with more than 90 per cent of the refloated bank's equity.

New issue record set by Alfred McAlpine

By Jim Jones in Johannesburg

THE PUBLIC offer of shares in the South African coal producer and mining contractor Alfred McAlpine, has set a record for over subscription in *Johannesburg. Applications* totalling R428m ($530m) were received, for 60 times the 2.3m ordinary McAlpine shares which were offered to the public at 310 cents a share. There were *700,000 shares allocated* preferentially, to associates, directors and employees of McAlpine.

Because of the oversubscription, shares will be allocated on *what is essentially a pro-rata* basis. Investors who applied for more than 5,500 shares will receive one in 60 of the shares applied for, though allocations will be limited to a maximum *of 38,000 shares per applicant.*

One in 60 of investors who applied for 100 shares will be allocated 100 shares. Two in 60 of those who applied for 200 shares will be allocated 100 *shares and so on until 55 in 60* who applied for 5,500 shares will receive 100 shares. Following the issue, McAlpine will be 30 per cent owned by the South African public, and 70 per cent by UK-domiciled Marchwiel.

McAlpine acts as a contractor in open cast mining operations, is a partner with Trans-Natal in a coal mining venture, and has a 40 per cent shareholding in Optimum Colliery. The joint venture, which has two mines in Natal and one in the Transvaal, plans to start mining coal on its own account in 1981 with a capability of 3m to 4m tonnes a year. In the year to last October 31, McAlpine earned an operating profit of R2.6m from its contracting business and R1.1m in dividends from Optimum.

Nippon Mining to increase spending

TOKYO — Nippon Mining Company plans to increase capital spending in the financial year started this month to Y36bn ($167m) from an estimated Y20bn last year.

The major non-ferrous metal smelter said spending will concentrate mainly on improving and expanding copper and ferro-nickel production facilities

Nippon mining has set monthly non-ferrous metal production targets for the April-September period, with electrolytic copper production at 22,000 tonnes against 20,000 a month in the preceding half year.

Reuter

Marubeni in Europe for dollar commercial paper

BY RICHARD C. HANSON IN TOKYO

MARUBENI CORPORATION, a leading Japanese trading house, plans to diversify its fund raising in Europe by floating up to $30m in commercial paper in the Eurodollar market. It will be the first Japanese company to make such an issue in Europe, where underwriters appear keen to revive the market for Eurodollar commercial paper.

Marubeni's Dutch subsidiary, Marubeni Holland, will issue the paper, under the guarantee of the parent company in Tokyo. The lead underwriter will be Credit Suisse First Boston.

The Eurodollar commercial paper market has been languishing since the early 1970s. Marubeni found the offer to float paper in Europe attractive mainly as one means of diversifying its sources of funds, away from banks. The company has issued paper in the U.S. market for some time.

In general, Japanese companies have been cautious in testing the market for issues of commercial paper internationally.

C. Itoh and Company, another of Japan's leading trading houses, issued paper in the Asian dollar market at the end of 1979, becoming the first and so far only one to do so.

Bankers see no advantage in making a European commercial paper issue for Marubeni at this time, in terms of cost of borrowing. And there is considerable doubt that others will follow suit.

Dunlop-Olympic absorbs Olex

BY OUR SYDNEY CORRESPONDENT

DUNLOP-OLYMPIC is to acquire the 50 per cent interest it does not already own in Olex Cables, a leading cable manufacturer, for a total consideration of A$56.25m (US$65m).

The payment to the present owner, Nylex Corporation, will comprise a special issue of 56m of 10.5 per cent Dunlop-Olympic preference shares, worth A$28m, and A$28.25m in cash.

The move by Dunlop had been canvassed since the company moved on Olympic Consolidated Industries last year, and purchased its first 50 per cent of the company.

Nylex directors said the A$56.25m sale represented an A$34.5m surplus on the book value of the Olex shares held, and that the group was depending on the preference share element of the transaction as a primary source of cash flow to fill the gap left by Olex.

Advice on the sale was given to Nylex by Australia United Corporation, a member of the A.C. Goode House, and by the Sydney-based broker Dominguez and Barry.

In the past 12 months, Dunlop-Olympic has acquired Olympic Industries, has fought off an attempt by North Broken Hill to buy a controlling interest, and has consolidated some of its own activities by buying all of Berlei Hestia, the undergarments group, and selling off part of its textile business, early this year.

UMW almost doubles profits

BY OUR KUALA LUMPUR CORRESPONDENT

UNITED MOTOR WORKS (UMW) the heavy equipment company which handles the Japanese Komatsu distributorship in Malaysia, has reported a very successful year, with pre-tax profit for 1980 nearly doubling to 24.5m ringgit (U.S.$10.6m).

Turnover was nearly 40 per cent higher at 331m ringgit (U.S.144m) with sales to the buoyant construction and public works sector making up for sluggish conditions in the timber logging industry.

The company is paying a final dividend of 7.5 per cent, bringing the year's total to 12.5 per cent compared with 8.75 per cent previously and the group is also making a special share issue to Bumiputras (indigenous Malays) to bring Bumiputra equity participation to the 30 per cent level as required under the government's new economic policy. There will also be a rights issue to raise money for future acquisitions.

UMW will issue 5m new shares at 2.5 ringgit each to the Bumiputras, and the rights issue will be on the basis of one-for-four, amounting to 11.4m new shares, also at 2.5 ringgit each.

The company has reached agreement with its Singapore-based associate company, UMW Private to buy the entire issued capital of UMW Trading Pte, UMW Heat Treatment Pte, and some properties located in Malaysia.

The consideration for the *acquisitions will be satisfied by* the issue of 7.16m new UMW shares of one ringgit each valued at 3.5 ringgit each for the purchases.

China Bus lifts earnings

BY ADRIAN BOVEN IN HONG KONG

THE CHINA Motor Bus Company, which operates buses on Hong Kong Island, has reported after-tax profits for the six months to December 31, of HK$8.61m (US$1.61m), up 162 per cent from the previous year's HK$3.28m. However, the profits were still below a permitted level of 15 per cent of net fixed assets and, in order to *bring the total to the permissible level*, the company has transferred HK$6.9m out of a special fund set up for that purpose.

The interim dividend is set at 10 cents a share, fractionally higher than for the previous year, after adjusting for an increase in the company's issued capital.

The anouncement of the result was postponed for two weeks and was made only after the Government granted the company a 30 per cent fare increase. Bus fare increases have *become politically controversial* in Hong Kong, and community pressure groups accused the company yesterday of delaying the announcement only to avoid a public outcry before the fare increases were approved.

Genting moves into property development

By Wong Sulong in Kuala Lumpur

GENTING BERHAD, the Malaysian casino and hotel group, has reported another record year of profits, and is to make a one-for-one scrip issue. It has also announced a major reorganisation of the group aimed at diversifying its activities in property development and plantations, and to take advantage of tax incentives for the hotel industry.

For the year ended December turnover rose by 77 per cent to 177m ringgit (U.S.$77m) and profits after tax were double that of the previous year, at 48m ringgit (U.S.$21m).

The group has decided to draw reserves from its tax-exempt earnings (accumulated before the group's pioneer status was ended in 1978), to pay a 10 per cent tax-exempt dividend, compared with the 10 per cent payout subject to tax of 40 per cent of 1979.

The scrip issue will capitalise 10m ringgit from the capital reserve account and 90m ringgit from unappropriated profits to bring the group's paid-up capital to 200m ringgit.

As part of the reorganisation, the group has formed a subsidiary, Gentinngi Sdn. Berhad, to go into property development. Gentinggi will acquire 2,797 acres of land from Kien Huat Realty, the privately-owned company of the Lim family which holds the controlling stake in Genting Berhad, for 42.6m ringgit cash, and 40 acres of land from its parent company for 1.7m ringgit in cash.

Downturn at Highlands and Lowlands

By Our Kuala Lumpur Correspondent

HIGHLANDS AND Lowlands, Malaysia's fifth largest plantation group, suffered a 13 per cent decline in pre-tax profits from its plantations in 1980, but net profits were boosted by gains from the *sale* of investments.

Operating profits for the year were 52m ringgit (U.S.$23m) compared with 59.7m ringgit previously. The group, which has 73,000 acres under oil palm, rubber, and cocoa, attributed the setback to poor commodity prices, particularly for palm oil.

However, after-tax profits were lifted to 39.4m ringgit, compared with 29.4m ringgit, by gains from the sale of investments in the Rubber Trust group of companies amounting to over 14.4m ringgit.

TI Raleigh Industries finance director

Mr. Bob Shipley has been appointed finance director of TI RALEIGH INDUSTRIES and has also joined the TI Raleigh (Services) Board. He was previously with the Cylinder Components Sub Group of Associated Engineering where he was financial director.

★

Mr. Fred Mobbs has been appointed managing director of CONTROL DATA. He succeeds Mr. Jack Ward who is taking up another appointment within the group.

★

Mr. Richard Stephenson, chairman of Stephenson Shuttering, has been elected president of the NATIONAL ASSOCIATION OF FORMWORK CONTRACTORS for 1981/82. The new vice-president is Mr. C. J. O'Shea, chairman of C. J. O'Shea and Co., and the honorary treasurer is Mr. M. E. Napier, director of G. & S. Formwork Co.

★

Mr. Anthony Plummer has been appointed a director of ROBERTS BIRD (UNDERWRITING AGENCY) at Lloyd's.

★

Mr. Jack Bird has been admitted to the partnership of MOSS MILLS AND PARTNERS, underwriting agents at Lloyd's.

BASE LENDING RATES

A.B.N. Bank	12 %	■ Guinness Mahon	12 %
Allied Irish Bk.	12 %	■ Hambros Bank	12 %
American Express Bk.	12 %	Heritable & Gen. Trust	12 %
Amro Bank	12 %	■ Hill Samuel	§12 %
Henry Ansbacher	12 %	C. Hoare & Co.	†12 %
AP Bank Ltd.	12 %	Hongkong & Shanghai	12 %
■ Arbuthnot Latham	12 %	Keyser Ullmann	12 %
Associates Cap. Corp.	12 %	Knowsley & Co. Ltd.	14 %
Banco de Bilbao	12 %	Langris Trust Ltd.	13 %
BCCI	12 %	Lloyds Bank	12 %
Bank of Cyprus	12 %	Mallinhall Limited	12 %
Bank of N.S.W.	12 %	Edward Manson & Co.	13 %
Banque Belge Ltd.	12 %	Midland Bank	12 %
Banque du Rhone et de la Tamise S.A.	12½%	■ Samuel Montagu	12 %
Barclays Bank	12 %	■ Morgan Grenfell	12 %
Beneficial Trust Ltd.	13 %	National Westminster	12 %
Bremar Holdings Ltd.	13 %	Norwich General Trust	12 %
Brit. Bank of Mid. East	12 %	P. S. Refson & Co.	12 %
■ Brown Shipley	12½%	Ryl. Bk. Canada (Ldn.)	12 %
Canada Perm't Trust	13 %	Slavenburg's Bank	12 %
Cayzer Ltd.	12 %	E. S. Schwab	13 %
Cedar Holdings	12 %	Standard Chartered	‖12 %
■ Charterhouse Japhet	12 %	Trade Dev. Bank	12 %
Choulartons	12 %	Trustee Savings Bank	12 %
C. E. Coates	12 %	TCB Ltd.	12 %
Consolidated Credits	12 %	United Bank of Kuwait	12 %
Co-operative Bank	*12 %	Whiteaway Laidlaw	12½%
Corinthian Secs.	12 %	Williams & Glyn's	12 %
The Cyprus Popular Bk.	12 %	Wintrust Secs. Ltd.	12 %
Duncan Lawrie	12 %	Yorkshire Bank	12 %
Eagil Trust	12 %		
E. T. Trust Limited	12 %		
First Nat. Fin. Corp.	14½%		
First Nat. Secs. Ltd.	14½%		
Robert Fraser	12 %		
Antony Gibbs	12 %		
Greyhound Guaranty	12 %		
Grindlays Bank	‡12 %		

■ Members of the Accepting Houses Committee.
* 7-day deposits 9%, 1-month 9¼%. Short term £4,000/12 months 11.35%.
† 7-day deposits on sums of £10,000 and under 9%, up to £50,000 9¼%, and over £50,000 10½%.
‡ Call deposits £1,000 and over 9%.
§ Demand deposits 9½%.
‖ 21-day deposits over £1,000 10½%.

Mr. Graham B. Thomson has been appointed vice-president UK manufacturing operations for the TIMEX CORPORATION.

★

Mr. Talbot Hainault has been appointed executive chairman, and Mr. Alex Hall-Shaw and Mr. Tom Hodson joint managing directors of TALKING PICTURES.

★

Mr. G. Glencross has been appointed director of contracts for the northern division of LEE BEESLEY.

★

BMG ENGINEERING has appointed Mr. Bill Cooper as managing director. He was previously with Horstmann Gear Group.

★

Mr. Peter Murray (P and N. E. Murray) has been elected chairman for 1981-82 of the home heating group of the HEATING AND VENTILATING CONTRACTORS' ASSOCIATION. Mr. Ray Bowles (R. F. Bowles and Co.) has become vice-chairman.

★

Mr. John A. Goodwin has been appointed a director of LESLIE AND GODWIN NON-MARINE.

★

Dr. John Ferguson of INSTRUMENTAL COLOUR SYSTEMS, of Newbury, has been appointed to the Board as international sales director.

★

Mr. Gil Thompson is to become airport director of MANCHESTER INTERNATIONAL AIRPORT AUTHORITY. He is at present manager, North of England, British Airways and will join the Authority as director designate to replace Mr. Gordon Sweetapple in June.

★

Mr. Laurence Harris has been appointed professor of economics and head of the economics discipline at the OPEN UNIVERSITY. He occupies the chair formerly held by the late Professor Derrick Brooman.

★

Mr. Ben Martin has been appointed an executive director of BARCLAYS MERCHANT BANK. Mr. Charles Morland, formerly a local director of Barclays Bank and for the past three years seconded to the Department of Industry, has also been appointed an executive director of Barclays Merchant Bank.

★

STONE-PLATT INDUSTRIES has formed Platt Saco Lowell International—to be responsible for the co-ordination and market development of the Platt Saco Lowell companies in the UK, the U.S. and Spain and other associated companies in the UK and Korea.

Mr. R. T. Whitfield, deputy chairman of Stone-Platt Industries, is chairman of the new company and the other Board members are: Mr. J. M. MacKinnon (managing director, Platt Saco Lowell, Lancashire); Mr. C. Vander Weele (president, Platt Saco Lowell Corporation, U.S.); Mr. J. Hostench (managing director, Platt Saco Lowell SA, Spain); and Mr. R. W. Holder (non-executive director, Stone-Platt Industries).

Mr. MacKinnon remains chairman of Scragg division and a Stone-Platt Industries main Board director. In the Scragg division joint managing directors have been appointed from within the company—Dr. J. Parnaby and Mr. R. D. Hipperson—previously they held the positions of technical director and finance controller respectively.

★

REUTERS has made the following appointments from May 1: Mr. Andre Villeneuve, European manager; Mr. Peter Holland, European trading manager; Mr. Robert Rowley, European financial manager; Mr. David Ure, European marketing manager; Mr. Harvey Cooper, European sales manager; Mr. Patrick Mannix, European technical manager; Mr. Jack Wigan, manager UK and Ireland; Mr. Peter Job, overseas manager; Mr. Stephen Somerville, deputy overseas manager; and Mr. Geoffrey Weetman, overseas financial manager.

★

FREIGHTLINERS has appointed Mr. Charles Williams to the Board. He is a partner of AW Logistics.

★

Dr. David Tyrrell, deputy director of the clinical research centre of the Medical Research Council, is to be the first chairman of the ADVISORY COMMITTEE ON DANGEROUS PATHOGENS, the new body being set up to advise Health and Agriculture Ministers, and the Health and Safety Commission and its Executive. The appointment is being made jointly by the Secretary of State for Social Services, and the Health and Safety Commission.

Mr. Bob Shipley

★

The Industry Secretary has appointed Dr. Adolf Frankel, chairman of Staveley Industries, to the INDUSTRIAL DEVELOPMENT ADVISORY BOARD. The appointment is from April 2, 1981, to April 30, 1983.

★

Mr. Leonard W. van Geest has relinquished his position as managing director of GEEST FOODS to concentrate upon his activities as chairman of the Geest Organisation of Spalding, Lincolnshire. Mr. Michael J. Pring, operations director at Geest Foods, has succeeded him as managing director of Geest Foods.

★

Mr. Andrew H. Longhurst has been appointed chief executive designate of CHELTENHAM AND GLOUCESTER BUILDING SOCIETY. Mr. Longhurst will succeed Mr. Ralph C. Stow as managing director when he retires at the end of March next year.

Three-way battle as 'plastic credit' revolution hots up

By Alan Friedman

NOT MANY people would associate the word "revolution" with the world of retail banking. But revolution, on a worldwide scale, is precisely what is now happening in the international market for credit cards, travellers cheques and other types of retail payment instruments.

Last month, in New York, the Mastercard organisation launched a range of travellers cheques to supplement its current array of credit cards and other services. Mastercard, like its other major competitor—Visa—is a global organisation which acts as a service centre in designing and dispensing plastic cards for more than 12,000 banks.

The Mastercard move comes after a series of vitriolic court battles, violent market competition and intense personal rivalry between Visa, Mastercard and European banking groups.

The reason for this high-stakes rivalry is the scope of the business. The Visa group has grown from an idea in less than 10 years by building up an international network of banks willing to subscribe for its credit card products. Last year Visa cards were used to purchase $47.5bn worth of goods and services.

Visa's empire includes more than 90m cardholders around the world, 3.1m merchant outlets and 100,000 offices which will provide a cash advance. In the UK, Barclays Bank is the main promoter of Visa through its Visa/Barclaycard; more than 5m of these are in circulation in Britain.

Mastercard, although similar to Visa in its range of products, has fallen behind in the past few years. This is partly because of a series of management shifts at the Mastercard organisation and also because of Visa's aggressive world-wide marketing.

On a smaller scale, American Express has 12m holders of its upmarket "travel and entertainment" cards and controls more than 50 per cent of the world market in travellers cheques.

Unlike Visa and Mastercard, American Express cards are not credit cards. Instead, they are cards designed for a more affluent clientele and interest is not charged if bills are repaid in a short period. But the two larger organisations are after this market as well. They claim that American Express has only 450,000 merchant outlets around the world willing to accept its plastic, while Visa and Mastercard both have more than 3m outlets.

Mastercard and Visa are also after American Express's slice of the travellers cheque market. Visa has had a travellers cheque on the market for a year now; Mastercard travellers cheques are still in a nascent stage.

All of this points to a market influx. The global market for cheques and cards has been fragmented and confused until recently. But at a meeting of 600 bankers in Monte Carlo last month, a potential realignment of the travellers cheque business was triggered by a surprise joint venture agreement between Mastercard and a group of European banks known as the Euro Travellers Cheque group (ETCI).

The world market for travellers cheques had become especially fragmented in the past decade. One hundred years ago a British visitor abroad could carry almost informal notes of introduction which would provide reciprocal banking. But with the advent of Thomas Cook, the process became formalised. American Express, on the Western side of the Atlantic, offered a similar system of ersatz money.

ECKHART VAN HOOVEN
tripartite system

By the 1970s a large number of enterprising banks had introduced their own brands of payment systems. The world was also divided among national systems such as Access (linked to Mastercard) and Barclaycard (linked to Visa) in the UK.

Then, in the late 1970s, the Europeans (read Germans) started getting into the act. A flamboyant banker called Dr. Eckhart van Hooven decided to create a tripartite system of European cards, cheques and travellers cheques. The result was the Eurocheque, a plain cheque which could be written in a number of different currencies and was accepted from Paris to Moscow with the production of an accompanying "EC" cheque guarantee card.

After the cheque came the "Eurocard," a European-style upmarket card similar to the American Express card. Rooted in the German philosophy that banks, not separate credit card organisations, should control consumer credit, the Eurocard has been billed as Europe's answer to the American plastic moguls. But there are fewer than 500,000 Eurocards in circulation and well over 200m credit cards around the world.

Finally, the ETCI consortium agreed to purchase from the Midland Bank the old Thomas Cook travellers cheque business for around £14m. This is to be converted into a new Euro Traveller Cheque, to compete against the American Express world market domination and the new Visa travellers cheque system. Visa, in one year, claims to have already secured 10 per cent of the world market and 20 per cent of the European market in travellers cheques.

Mastercard, which has lagged behind the Visa group, has now finally launched its own travellers cheque system. But until the conference in Monte Carlo last month, Mastercard was without a European network to accept and service its cheques.

The surprise announcement of a joint venture between Mastercard and the Europeans means that the world-wide market in travellers cheques is now more clearly discernible. On the one hand there is now the Visa network and on the other there is the Euro/Mastercard "agreement in principle," two new large market forces which will compete with each other and seek to erode the traditional base of American Express.

One of the reasons why the rationalisation of the global travellers cheque business is important is the relatively untapped nature of the European market. The U.S. is saturated with credit cards and travellers cheques. Americans can now purchase everything from Concorde flights to cat food with a dazzling array of plastic and travellers cheques.

But the Common Market countries, with a population of 260m, remain open to persuasion. The cultural tradition of plastic cards and travellers cheques is lacking and many European bankers are vigorously opposed to the "American invasion."

In the case of the Euro-Mastercard agreement on travellers cheques, some leading bankers see the arrangement as a "marriage of convenience" rather than a natural union. Before last month's reapproachment between the Mastercard and ETCI forces, both sides had been critical of the other.

Dr. van Hooven of the Deutsche Bank had demanded that any joint ventures be "negotiated on an equal basis." He made it clear that the growing arsenal of European payment systems meant that Europe was no longer prepared to accept "regional status."

In market terms, van Hooven and others were demanding financial autonomy from the U.S. credit car/travellers cheque groups. Their desire to create their own product for their own market on their own soil was reminiscent of the cries of many in Europe for less competition in the automobile or video markets from Japanese manufacturers.

So the Euro/Mastercard agreement, providing for the development of common services in travellers cheques and possibly a joint cheque in future, is a coalition forced upon both sides by the rapid pace of events. No group can afford to sit still because there will always be another on the move.

Mr. Joao Ribeiro da Fonseca, chief general manager of Visa's European operations, says his organisation will be striving for a growth rate of 40 to 50 per cent in credit cards this year. "Our plan is to gain a major position in travellers cheques and cards and to grow at a very aggressive rate," he says.

Mr. da Fonseca estimates the European travellers cheque market to be worth around $8bn this year, growing to around $17bn by 1985. Credit and other plastic cards last year were used to buy around $15bn of goods in Europe, says Mr. da Fonseca; by 1985 the turnover could reach $75bn.

It is this kind of growth in the European market which explains the rationalisation of the business.

For the British or Continental consumer, this could be good news. The continued drive for customers by Visa, Mastercard and the Europeans may provide better terms and prices for the High Street customer. But the dangers of "credit card societies" have been highlighted by American presidents as well as German bankers.

Already Barclaycard/Visa is placing flippant advertisements in British magazines cautioning "This card could be dangerous to your wealth." The dangers certainly do appear to be more apparent to the cardholder than to the leviathans battling behind the lines.

Dollar firm

Dollar was stronger in currency markets yesterday, reflecting a firmer trend in U.S. interest rates, and recent increases in prime rates to 17½ per cent. Friday's U.S. money supply figures showed a sharp growth increase, pointing towards a continuation of the recent firmer trend in rates and tight Federal monetary policy.

Sterling fell in line with other currencies against the dollar, but showed little change on balance against European currencies in a predominantly featureless market.

European currencies lost ground against the dollar. Within the European Monetary System there was little overall change. The D-mark remained the most improved currency, and the Belgian franc was fixed higher against the German unit. It was still outside the divergence limit against its ECU central rate however.

DOLLAR — Trade weighted index (Bank of England) rose from 101.5 to 102.5. The dollar was firmer all round yesterday, but lost ground towards the close of business to finish some way below its best levels. Euro-dollar rates eased back from the day's highs, and this prompted some late selling. Against the D-mark the dollar closed at DM 2.1690, up from Friday's figure of DM 2.1530, but down from the day's high of DM 2.1800. Similarly against the Swiss franc, it finished at SwFr 1.9795 after a high of SwFr 1.9900, and Friday's figure of SwFr 1.9640. The U.S. unit was also firmer against the yen, closing at Y216.25 compared with Y215.10. Despite the dollar's late reversal, sentiment remained bullish, with short term funds in the U.S. becoming more expensive, and more banks pushing up their prime rates to 17½ per cent. The market remains very sensitive with the dollar reacting sharply on relatively minor factors.

STERLING — trade weighted index (Bank of England) fell to 98.9 from 99.2, having stood at 98.8 at noon and 99.0 in the morning. The pound remained much on the sidelines yesterday. Against the dollar it opened at $2.1680, and traded within a narrow band, touching a low of $2.1550 during the afternoon. It closed at $2.1640-2.1650, a fall of 1.75c from Friday, and its lowest closing level for just over a year. Sterling was hardly changed against European currencies.

D-MARK—One of the strongest members of the European Monetary System, helped by a sharp rise in West German interest rates. Higher U.S. rates and East/West tension over Poland have depressed the German currency against the dollar however — The D-mark fell sharply against the dollar at yesterday's fixing in Frankfurt, as the U.S. unit reacted favourably to higher U.S. money supply figures, which caused a rise in prime rates and Euro-dollar rates. The Bundesbank sold nearly $16m at the fixing with the dollar fixed higher at DM 2.1751 against DM 2.1470 on Friday. Elsewhere the D-mark showed mixed changes. Sterling slipped to DM 4.6960 from DM 4.70, while the Belgian franc rose to DM 6.11 per BrFr 100 from DM 6.105. The French franc dipped to DM 42.395 from DM 42.405 per FFr 100, but the Dutch guilder improved.

ITALIAN LIRA — Remaining steady around the middle of the EMS, after the latest economic package, which included a 6 per cent devaluation against its EMS partners and a 2½ point rise in the discount rate to 19 per cent. The lira had previously been the weakest member of the system— The lira was mostly firmer at yesterday's fixing in Milan, rising against sterling and the D-mark, but easing in terms of the dollar. Sterling fell to L2,337.4 from L2,340 and the D-mark was lower at L497.8 against L498. The dollar rose to L1,081.95 from L1,068.95 helped by firmer interest rates.

EMS EUROPEAN CURRENCY UNIT RATES

	ECU central rates	Currency amounts against ECU April 13	% change from central rate	% change adjusted for divergence	Divergence limit %
Belgian Franc ...	40.7985	41.5796	+1.91	+1.90	±1.5361
Danish Krone ...	7.91917	7.96961	+0.64	+0.63	±1.6413
German D-Mark	2.54502	2.53754	−0.29	−0.30	±1.1386
French Franc ...	5.99526	5.98582	−0.16	−0.17	±1.3638
Dutch Guilder ...	2.81318	2.81013	−0.11	−0.12	±1.5159
Irish Punt ...	0.685145	0.694804	+1.41	+1.40	±1.6888
Italian Lira ...	1262.92	1263.45	+0.04	+0.04	±4.1116

Changes are for ECU, therefore positive change denotes a weak currency. Adjustment calculated by Financial Times.

THE POUND SPOT AND FORWARD

April 13	Day's spread	Close	One month	% p.a.	Three months	% p.a.
U.S.	2.1550-2.1690	2.1640-2.1650	0.95-1.00c dis	−5.40	2.35-2.45dis	−4.43
Canada	2.5630-2.5770	2.5755-2.5765	1.15-1.25c dis	−5.58	3.25-3.45dis	−5.20
Nethlnd.	5.18-5.21	5.1975-5.2075	1¼-¼c pm	1.73	2½-1½ pm	1.54
Belgium	76.60-77.10	77.00-77.10	45-55c dis	−7.79	110-125 dis	−6.10
Denmark	14.70½-14.78½	14.77-14.78	3½-5½ore dis	−3.86	10-12 dis	−2.98
Ireland	1.2800-1.2880	1.2850-1.2875	0.28-0.41p dis	−3.22	0.98-1.13dis	−3.28
W. Ger.	4.68-4.70½	4.69¾-4.70¾	¾pf pm-¾ dis	−0.32	¾-¾ dis	−0.32
Portugal	125.25-126.50	126.05-126.25	20-90c dis	−5.23	65-230 dis	−4.68
Spain	189.75-191.00	190.70-190.90	85-110c dis	−6.13	235-290 dis	−5.50
Italy	2330-2339	2336-2338	11½-13½ lire dis	−6.55	39-42 dis	−6.93
Norway	11.84½-11.92½	11.91¼-11.92¼	1¼ore pm-¾ dis	0.25	1¼-½ pm	0.31
France	11.05-11.10½	11.06½-11.07½	½-1½c dis	−0.88	2¼-3¼ dis	−0.99
Sweden	10.14¼-10.19½	10.18-10.19	3-4ore dis	−4.12	10-11¼ dis	−4.17
Japan	466-469½	467¼-468¼	2.25-1.95y pm	5.38	5.70-5.40 pm	4.74
Austria	33.19-33.38	33.30-33.35	3gro pm-2 dis	0.18	7 pm-3 dis	0.24
Switz.	4.27-4.29½	4.28-4.29	1¾-¾c pm	3.50	3¾-3¼ pm	3.27

Belgian rate is for convertible francs. Financial franc 79.80-79.90. Six-month forward dollar 4.55-4.65c dis, 12-month 7.20-7.40c dis.

THE DOLLAR SPOT AND FORWARD

April 13	Day's spread	Close	One month	% p.a.	Three months	% p.a.
UK†	2.1550-2.1690	2.1640-2.1650	0.95-1.00c dis	−5.40	2.35-2.45dis	−4.43
Ireland†	1.6770-1.6820	1.6780-1.6800	0.25-0.35c dis	−2.14	0.50-0.60dis	−1.31
Canada	1.1887-1.1931	1.1917-1.1922	0.10-0.15c dis	−1.26	0.25-0.30dis	−0.93
Nethlnd.	2.4000-2.4110	2.4095-2.4105	1.50-1.40c pm	7.22	3.69-3.59 pm	6.04
Belgium	35.55-35.70	35.59-35.61	3-10c dis	−2.19	8-15 dis	−1.29
Denmark	6.8230-6.8475	6.8430-6.8445	1.50-1.00ore pm	2.19	2.50-2.00 pm	1.31
W. Ger.	2.1640-2.1800	2.1685-2.1695	0.93-0.87pf pm	4.98	2.30-2.24 pm	4.19
Portugal	58.00-58.50	58.05-58.20	15c pm-15 dis	—	30 pm-40 dis	—
Spain	88.10-88.30	88.15-88.20	5-15c dis	−1.36	10-25 dis	−0.79
Italy	1,078-1,084	1,079-1,080	1-2 lire dis	−1.67	6½-7½ dis	−2.59
Norway	5.4945-5.5168	5.4990-5.5100	2.60-2.10ore pm	5.12	6.50-6.00 pm	4.54
France	5.1275-5.1375	5.1290-5.1310	2.10-1.95c pm	4.74	4.50-4.30 pm	3.43
Sweden	4.7050-4.7175	4.7140-4.7150	0.60-0.45ore pm	1.34	0.60-0.45 pm	0.44
Japan	216.20-217.25	216.20-216.30	2.00-1.85y pm	10.68	5.00-4.85 pm	9.11
Austria	15.37-15.42	15.41½-15.42	7.50-6.25gro pm	5.31	18.50-16.00pm	4.35
Switz.	1.9760-1.9900	1.9790-1.9800	1.50-1.40c pm	8.79	3.86-3.76 pm	7.70

† UK and Ireland are quoted in U.S. currency. Forward premiums and discounts apply to the U.S. dollar and not to the individual currency.

CURRENCY MOVEMENTS

April 13	Bank of England Index	Morgan Guaranty Changes %
Sterling	98.9	−27.2
U.S. dollar	102.5	−2.2
Canadian dollar	86.3	−17.6
Austrian schilling	115.4	+22.3
Belgian franc	107.3	+9.1
Danish kroner	88.9	−10.6
Deutsche mark	120.3	+40.3
Swiss franc	133.9	+75.0
Guilder	111.8	+15.3
French franc	86.2	−9.6
Lira	59.3	−55.2
Yen	142.2	+37.7

Based on trade weighted changes from Washington agreement December, 1971. Bank of England Index (base average 1975=100).

CURRENCY RATES

April 10	Bank rate %	Special Drawing Rights	European Currency Unit
Sterling	12	0.554986	0.539554
U.S. $	13	1.21442	1.18162
Canadian $	16.84	1.44103	1.39857
Austria Sch.	6¾	18.4543	17.9489
Belgium F.	16	42.7051	41.5665
Danish K.	11	8.20644	7.98304
D mark	7½	2.60736	2.53754
Guilder	9	2.88789	2.81049
French Fr.	9½	6.15225	5.98669
Lira	19	1298.21	1263.15
Yen	6¼	260.493	253.163
Norwgn. Kr.	9	6.62405	6.45166
Spanish Pts.	8	105.703	102.801
Swedish Kr.	12	5.65090	5.50896
Swiss Fr.	4	2.37516	2.31267
Greek Dr'ch.	20½	—	61.8995

OTHER CURRENCIES

April 13	£	$		£ Note Rates
Argentina Peso	.6608-.6628	3059-3069	Austria	32.95-33.35
Australia Dollar	1.8765-1.8805	0.8688-0.8696	Belgium	78.80-79.60
Brazil Cruzeiro	166.20-169.20	77.90-78.29	Denmark	14.65-14.80
Finland Markka	8.9569-8.9760	4.1570-4.1590	France	11.02-11.12
Greek Drachma	112.958-115.820	52.95-53.10	Germany	4.57½-4.72
Hong Kong Dollar	11.61-11.65	5.3775-5.3825	Italy	2280-2345
Iran Rial	165.10*	76.90*	Japan	467-473
Kuwait Dinar (KD)	0.590-0.595	0.2755-0.2757	Netherlands	5.17-5.22
Luxembourg Frc.	77.00-76.10	35.59-35.61	Norway	11.81-11.93
Malaysia Dollar	5.000-5.015	2.3165-2.3185	Portugal	123-126
New Zealand Dlr	2.3980-2.4030	1.1099-1.1111	Spain	183¾-195
Saudi Arab. Riyal	7.18-7.24	3.3500-3.3520	Sweden	10.17-10.27
Singapore Dollar	4.5550-4.5700	2.1100-2.1120	Switzerland	4.27-4.31½
Sth African Rand	1.7555-1.7565	0.8110-0.8115	United States	2.14¾-2.16¾
U.A.E. Dirham	7.87-7.93	3.3720-3.6740	Yugoslavia	77¾-81

Rate given for Argentina is free rate. *Selling rate.

EXCHANGE CROSS RATES

April 13	Pound Sterling	U.S. Dollar	Deutschem'k	Japan'se Yen	French Franc	Swiss Franc	Dutch Guild'	Italian Lira	Canada Dollar	Belgian Franc
Pound Sterling	1.	2.165	4.698	468.3	11.07	4.285	5.203	2337.	2.576	77.05
U.S. Dollar	0.462	1.	2.170	216.3	5.114	1.980	2.404	1080.	1.190	35.60
Deutschemark	0.213	0.461	1.	99.68	2.357	0.912	1.108	497.5	0.548	16.40
Japanese Yen 1,000	2.135	4.623	10.03	1000.	23.64	9.151	11.11	4991.	5.501	164.5
French Franc 10	0.903	1.955	4.243	423.0	10.	3.871	4.700	2111.	2.327	69.60
Swiss Franc	0.233	0.505	1.096	109.3	2.583	1.	1.214	545.4	0.601	17.98
Dutch Guilder	0.192	0.416	0.903	90.00	2.128	0.824	1.	449.2	0.495	14.81
Italian Lira 1,000	0.428	0.926	2.010	200.4	4.737	1.834	2.226	1000.	1.102	32.97
Canadian Dollar	0.388	0.840	1.824	181.8	4.297	1.663	2.020	907.2	1.	29.91
Belgian Franc 100	1.298	2.809	6.097	607.7	14.37	5.561	6.752	3033.	3.343	100.

FT LONDON INTERBANK FIXING (11.00 a.m. APRIL 13)

3 months U.S. dollars		6 months U.S. dollars	
bid 16 11/16	offer 16 13/16	bid 16 11/16	offer 16 13/16

The fixing rates are the arithmetic means, rounded to the nearest one-sixteenth, of the bid and offered rates for $10m quoted by the market to five reference banks at 11 am each working day. The banks are National Westminster Bank, Bank of Tokyo, Deutsche Bank, Banque Nationale de Paris and Morgan Guaranty Trust.

EURO-CURRENCY INTEREST RATES (Market closing Rates)

April 13	Sterling	U.S. Dollar	Canadian Dollar	Dutch Guilder	Swiss Franc	West German Mark	French Franc	Italian Lira	Belgian Franc Convertible	Japanese Yen
Short term	11⅝-11¾	16¼-16½	16½-17½	9⅝-9¾	7¼-7¾	10⅝-10¾	12-12¼	17-19	19-21	6-6½
7 days' notice	11¾-11⅞	16¼-16½	16½-17½	9⅞-10	6½-7	11⅛-11⅜	12⅛-12⅜	17½-19	19-21	6½-6¾
Month	12 1/16-12¼	17-17¼	17⅜-17¾	10 1/16-10 3/16	8½-8⅝	12⅛-12¼	12⅝-12⅞	18-19	19-21	6 15/16-7 1/16
Three months	12⅜-12⅝	16⅝-16⅞	17-17⅜	10⅝-10⅞	8⅞-9	12 7/16-12 9/16	13-13¼	18½-19½	17-19	7⅛-7⅜
Six months	12⅛-12¼	16 5/16-16 9/16	16½-16⅞	10 9/16-10 11/16	8¾-8⅞	12 3/16-12⅜	13⅜-13⅝	19-20	17-19	7½-7¾
One Year	12⅛-12¼	15¾-16	15½-15⅞	10⅝-10 13/16	8¼-8⅜	11 13/16-12 1/16	13½-13¾	18¾-19¾	15-17	7⅞-8⅛

SDR linked deposits: one-month 13 5/16-13 9/16 per cent; three-months 13 5/16-13 11/16 per cent; six-months 13⅜-13¾ per cent; one-year 12 15/16-13 5/16 per cent.

ECU linked deposits: one-month 13 1/16-13 7/16 per cent; three-months 13¼-13⅝ per cent; six-months 13 5/16-13 9/16 per cent; one-year 12 15/16-13 5/16 per cent.

Asian $ (closing rates in Singapore): one-month 16 13/16-17 11/16 per cent; three-months 16 11/16-16 13/16 per cent; six-months 16 11/16-16 13/16 per cent; one-year 15 15/16-16 1/16 per cent. Long-term Eurodollar two-years 15¼-15½ per cent; three-years 15¼-15½ per cent; four-years 15¼-15½ per cent; five-years 15¼-15½ per cent: nominal closing rates. Short-term rates are call for U.S. dollars, Canadian dollars and Japanese yen: others two-days' notice.

The following nominal rates were quoted for London dollar certificates of deposit: one-month 16.30-16.40 per cent; three-months 16.45-16.55 per cent; six-months 16.30-16.40 per cent; one-year 15.60-15.70 per cent.

INTERNATIONAL MONEY MARKET

Firmer trend

European short-term interest rates showed a nervous upward trend yesterday reflecting the publication of the U.S. money supply figures before the weekend, which recorded a larger than expected increase. These figures prompted a sharp firming of U.S. interest rates, while Euro-dollar rates opened about 1 percentage point higher in Europe yesterday. Money markets also fear a continuing volatile trend in U.S. rates as the Federal Reserve attempts to control monetary growth by concentrating on bank reserves, rather than setting a strict level for the Federal funds rate.

In Frankfurt call money rose to around the level of the 12 per cent special Lombard facility, at 11.80-12 per cent, compared with 11.00-11.35 per cent on Friday. Fixed period rates were slightly firmer overall.

In Amsterdam overnight funds were unchanged at 9½-9¾ per cent, but term rates showed a firmer trend.

In Singapore the big four local banks have reduced their prime lending rates. The Overseas Union Bank and the Oversea-Chinese Banking Corporation yesterday followed the United Overseas Bank Group which cut its prime rate to 12½ per cent from 13 per cent on Saturday. The Development Bank of Singapore reduced its prime rate by ½ per cent to 12½ per cent on Friday.

UK MONEY MARKET

Small help

Bank of England Minimum Lending Rate 12 per cent (from March 10, 1981)

Conditions were expected to be comfortable in the London money market yesterday, but in the event the authorities provided assistance on a small scale by buying Treasury bills, local authority bills, and eligible bank bills from the discount houses.

Banks brought forward small surplus balances from Friday, and a very large excess of Government disbursements over revenue payments to the Exchequer was also in the market's favour. On the other hand the authorities held a very large number of maturing commercial bills.

Discount houses paid around 11¼ per cent for secured call money for most of the day, while in the interbank market overnight loans opened at 11¼-11½ per cent, and touched 11¾-12 per cent, before closing at 11-11½ per cent.

GOLD

Further fall

Gold fell $21 an ounce to close at $470-473 in the London bullion market yesterday. It opened at $475-478, and touched a low of $469-471 after the afternoon fixing. Dealers blamed high U.S. interest rates, and a lessening of tension over the Polish situation as primary factors behind the lack of interest in gold at the moment.

In Paris the 12½ kilo bar was fixed at FFr 84,500 per kilo ($512.22 per ounce) in the afternoon compared with FFr 85,000 ($515.15) in the morning and FFr 86,000 ($528.00) on Friday afternoon.

In Frankfurt the 12½ kilo bar was fixed at DM 33,345 per kilo ($477.04 per ounce) against DM 34,160 ($494.98), and closed at $470-473.

In Zurich gold finished at $472-474 an ounce.

	April 13		April 10	
Gold Bullion (fine ounce)				
Close	$470-473	(£217½-219)	$491-494	(£224¾-226¼)
Opening	$475-478	(£220½-222)	$492-495	(£224¾-226¼)
Morning fixing	$475.50	(£220.343)	$491	(£224.099)
Afternoon fixing	$473.75	(£219.379)	$493.50	(£226.065)
Gold Coins				
Krugerrand	$485½-486½	(£224½-225)	$505½-507½	(£231½-232)
1/2 Krugerrand	$250¼-251¼	(£115¾-116¼)	$261½-266½	(£119½-120)
1/4 Krugerrand	$127½-128½	(£59-59½)	$133½-134½	(£61-61½)
1/10 Krugerrand	$53¾-54¾	(£24¾-25¼)	$56-57	(£25½-26)
Mapleleaf	$480½-481½	(£221¾-222¼)	$502-503	(£229½-230)
New Sovereigns	$118-118¾	(£54½-55)	$123-124	(£56¼-56¾)
King Sovereigns	$139-141	(£64¼-65¼)	$144-146	(£66-67)
Victoria Sovs.	$139-141	(£64¼-65¼)	$144-146	(£66-67)
French 20s	$179-182	(£83¼-83¾)	$175-178	(£80½-81)
50 pesos Mexico	$590-594	(£272½-274½)	$610-615	(£278-280½)
100 Cor. Austria	$463-468	(£214-216½)	$480-485	(£219-221½)
$20 Eagles	$592-597	(£274-276½)	$612-617	(£279½-282)

MONEY RATES

NEW YORK

Prime Rate	17-17½
Fed. Funds	15¾-16
Treasury Bills (13-week)	13.90
Treasury Bills (26-week)	13.75

GERMANY

Special Lombard	12.0
Overnight Rate	11.90
One month	12.65
Three months	13.225
Six months	13.10

FRANCE

Intervention Rate	12.5
Overnight Rate	12.25
One month	12.875
Three months	13.125
Six months	13.0625

JAPAN

Discount Rate	6.25
Call (Unconditional)	7.25
Bill Discount (three-month)	7.28125

LONDON MONEY RATES

April 13 1981	Sterling Certificate of deposit	Interbank	Local Authority deposits	Local Auth. negotiable bonds	Finance House Deposits	Company Deposits	Discount Market Deposits	Treasury Bills Φ	Eligible Bank Bills Φ	Fine Trade Bills Φ
Overnight	—	11-12	11½	—	—	10½	11-12	—	—	—
2 days notice	—	—	11⅞	—	—	—	—	—	—	—
7 days or	—	—	—	—	—	—	—	—	—	—
7 days notice	—	11¾-12	12⅛	—	12¼	12¼	11½-11⅞	—	—	—
One month	12¼-12⅛	12⅛-12 5/16	12⅛	12¼-12⅞	12⅜	12½	11¾-11⅞	11½-11 21/32	11⅞	12⅝
Two months	12½-12 5/16	12⅛-12⅜	—	12¼-12⅞	12½	12½	11¾	11 11/16	11 13/16-11¾	12½
Three months	12¼-12⅛	12 3/16-12⅜	12⅛-12 5/16	12⅞-12½	12½	12½	11⅝-11¾	11 23/32	11⅜	12⅝
Six months	12⅛-12	12 1/16-12 3/16	12-12⅛	12½-12⅛	12⅜	12½	—	—	11¼	11⅞
Nine months	12⅛-12	12 1/16-12 3/16	—	12⅜-12⅛	12⅜	12½	—	—	—	—
One year	12 1/16-11 15/16	12 1/16-12 3/16	12⅛-12¼	12⅜-12⅛	12⅜	12½	—	—	—	—
Two years	—	—	12½-12⅝	—	—	—	—	—	—	—

Local authorities and finance houses seven days' notice, others seven days' fixed. Long-term local authority mortgage rates nominally three years 12¾-12⅞ per cent; four years 12⅞-13 per cent; five years 13-13¼ per cent. ΦBank bill rates in table are buying rates for prime paper. Buying rates for four-months bank bills 11½ per cent; four-months trade bills 12½ per cent.

Approximate selling rate for one-month Treasury Bills 11½-11 17/32 per cent; two-months 11 9/16 per cent; three-months 11 19/32 per cent. Approximate selling rate for one-month bank bills 11 23/32-11 13/16 per cent; two-months 11 23/32-11 13/16 per cent; three-months 11 27/32 per cent; one-month trade bills 12½ per cent; two-months 12½ per cent and three-months 12⅛ per cent.

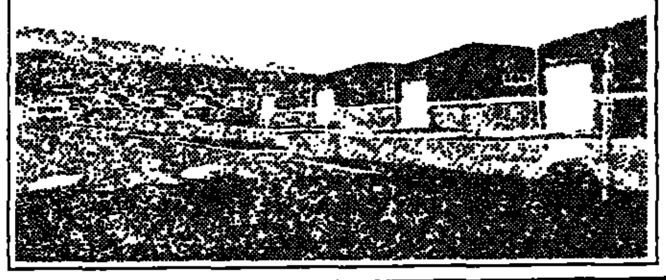
Finance Houses Base Rates (published by the Finance Houses Association) 13 per cent from April 1, 1981. Clearing Bank Deposit Rates for sums at seven days' notice 9 per cent. Clearing Bank Rates for lending 12 per cent. Treasury Bills: Average tender rates of discount 11.3492 per cent.

WORLD VALUE OF THE POUND

The table below gives the latest available rates of exchange for the pound against various currencies on April 13, 1981. In some cases rates are nominal. Market rates are the average of buying and selling rates except where they are shown to be otherwise. In some cases market rates have been calculated from those of foreign currencies to which they are tied. Abbreviations: (A) approximate rate, no direct quotation available; (F) free rate; (P) based on U.S. dollar parities and going sterling/dollar rates; (Bk) bankers' rates; (cm) commercial rate; (cn) convertible rate; (fn) financial rate; (exC) exchange certificate rate; (k) Scheduled Territory; (nc) non-commercial rate; (nom) nominal; (o) official rate; (sg) selling rate; (Bas) basic rate; (bg) buying rate; (T) tourist rate.

Place and local unit		Value of £ Sterling
Afghanistan	Afghani	115.00
Albania	Lek	9.88
Algeria	Dinar	8.2772
Andorra	French Franc	11.07
	Spanish Peseta	190.80
Angola	Kwanza	(C) 67.659
Antigua (S)	E. Caribbean $	5.84
Argentina	Ar. Peso Free Rate	5,618.0
Australia (S)	Australian $	1.8785
Austria	Schilling	33.325
Azores	Portug'se Escudo	126.175
Bahamas (S)	Ba. Dollar	2.1645
Bahrain (S)	Dinar	0.811
Balearic Isles	Spa. Peseta	190.80
Bangladesh (S)	Taka	37.30
Barbados (S)	Barbados $	4.3290
Belgium	B. Franc	(cm) 77.05 (fn) 79.85
Belize	B $	4.3290
Benin	C.F.A. Franc	553.50
Bermuda (S)	Bda $	2.1645
Bhutan	Indian Rupee	17.80
Bolivia	Bolivian Peso	54.00
Botswana (S)	Pula	1.6950
Brazil	Cruzeiro	168.70
Brit. Virgin Isles (S)	U.S. $	2.1645
Brunei (S)	Brunei $	4.56
Bulgaria	Lev	2.04
Burma	Kyat	14.53
Burundi	Burundi Franc	201.58
Cameroon Republic	C.F.A. Franc	553.50
Canada	Canadian $	2.5760
Canary Islands	Spanish Peseta	190.80
Cape Verde Isle	Cape V. Escudo	79.50
Cayman Islands (S)	Cay. Is. $	1.8058
Cent. Af. Repub.	C.F.A. Franc	553.50
Chad	C.F.A. Franc	553.50
Chile	C. Peso	(Bk) 84.24
China	Renminbi Yuan	3.6365
Colombia	C. Peso	(F) 112.75
Comoro Islands	C.F.A. Franc	553.50
Congo (Brazzaville)	C.F.A. Franc	553.50
Costa Rica	Colon	19.18
Cuba	Cuban Peso	1.5704
Cyprus (S)	Cyprus £	0.8690
Czechoslovakia	Koruna	(com) 11.20 (nc) 23.98 (T) 22.40
Denmark	Danish Krone	14.775
Djibouti	Fr.	360 (sg)
Dominica (S)	E. Caribbean $	5.84
Dominican Repub.	Dominican Peso	2.1645
Ecuador	Sucre	(fo) 53.90 (F) 65.77
Egypt	Egyptian £	(u) 1.51
Equatorial Guinea	Ekuele	381.5
Ethiopia	Ethiopian Birr	(P) 4.4250
Falkland Islands (S)	Falkland Is. £	1.0
Faroe Islands	Danish Krone	14.775
Fiji Islands	Fiji $	1.7995
Finland	Markka	8.97
France	French Franc	11.07
French Cty in Af.	C.F.A. Franc	553.50
French Guiana	Local Franc	11.07
French Pacific Is.	C.F.P. Franc	180 (sg)
Gabon	C.F.A. Franc	553.50
Gambia (S)	Dalasi	4.0
Germany (East)	Ostmark	4.7000
Germany (West)	Deutsche Mark	4.7000
Ghana (S)	Cedi	5.03
Gibraltar (S)	Gibraltar £	1.0
Greece	Drachma	114.387
Greenland	Danish Kroner	14.78
Grenada (S)	E. Caribbean $	5.84
Guadaloupe	Local Franc	11.07
Guam	U.S. $	2.1645
Guatemala	Quetzal	2.1646
Guinea Republic	Syli	43.56
Guinea Bissau	Peso	77.92
Guyana (S)	Guyanese $	5.52
Haiti	Gourd	10.823
Honduras Repub.	Lempira	4.3400
Hong Kong (S)	H.K. $	11.62
Hungary	Forint	(com) 76.1468 (T)(nc) 67.888
Iceland (S)	I. Krona	14.417
India (S)	Ind. Rupee	17.80
Indonesia	Rupiah	1,361.25
Iran	Rial	165.10 (sg)
Iraq	Iraq Dinar	0.64760
Irish Republic (k)	Irish £	1.2863
Israel	Shekel	20.10
Italy	Lira	2,337.0
Ivory Coast	C.F.A. Franc	553.5
Jamaica (S)	Jamaica Dollar	3.8519
Japan	Yen	468.0
Jordan (S)	Jordan Dinar	0.6692 (ag)
Kampuchea	Riel	2,597.4
Kenya (S)	Kenya Shilling	18.07
Kiribati	Australian $	1.8785
Korea (Nth)	Won	2.12
Korea (Sth)	Won	1,472.50
Kuwait	Kuwait Dinar	0.593
Laos	New Kip	21.65
Lebanon	Lebanese £	8.6336
Lesotho	Loti	1.7560
Liberia	Liberian $	2.1645
Libya	Libyan Dinar	0.6408
Liechtenstein	Swiss Franc	4.285
Luxembourg	Lux Franc	77.05
Macao	Pataca	11.46
Madeira	Portug'se Escudo	126.175
Malagasy Republic	MG Franc	553.50
Malawi (S)	Kwacha	1.881
Malaysia (S)	Ringgit	5.01
Maldive Islands (S)	Mal Rupee	8.4878
Mali Republic	Mali Franc	1,107.0
Malta (S)	Maltese £	0.8270
Martinique	Local Franc	11.07
Mauritania	Ouguiya	103.09
Mauritius (S)	M. Rupee	17.69
Mexico	Mexican Peso	51.54
Miquelon	C.F.A. Franc	553.5
Monaco	French Franc	11.07
Mongolia	Tugrik	(o) 7.05
Montserrat	E. Caribbean $	5.84
Morocco	Dirham	10.44 (sg)
Mozambique	Metical	60.05
Nauru	Australian Dollar	1.8785
Nepal	Nepalese Rupee	25.93
Netherlands	Guilder	5.20
Netherland Antilles	Antillian Guilder	3.8745
New Zealand (S)	N.Z. Dollar	2.4005
Nicaragua	Cordoba	21.50
Niger Republic	C.F.A. Franc	553.5
Nigeria (S)	Naira	1.2690 (sg)
Norway	Norway Krone	11.92
Oman Sul'ate of (S)	Rial Omani	0.744
Pakistan	Pakistan Rupee	21.10
Panama	Balboa	2.1645
Papua N. Guinea (S)	Kina	1.4385
Paraguay	Guarani	272.16
Peru	Sol	exc (A) 861.32
Philippines	Philippine Peso	16.50
Pitcairn Islands (S)	£ Sterling / New Zealand $	2.4005
Poland	Zloty	(Cm) 76.15 (T) 72.13
Portugal	Portug'se Escudo	126.175
Puerto Rico	U.S. $	2.1645
Qatar (S)	Qatar Ryal	7.84
Reunion Ile de la	French Franc	11.07
Romania	Leu	(Cm) 10.51 (nc) 28.98
Rwanda	Rwanda Franc	209.49
St. Christopher (S)	E. Caribbean $	5.84
St. Helena	St. Helena £	1.0
St. Lucia	E. Caribbean $	5.84
St. Pierre	Local Franc	11.07
St. Vincent (S)	E. Caribbean $	5.84
Salvador El	Colon	5.41
Samoa American	U.S. $	2.1645
San Marino	Italian Lira	2,337.0
Sao Tome & Principe	Dobra	[illegible]
Saudi Arabia	Ryal	7.21
Senegal	C.F.A. Franc	553.5
Seychelles	S. Rupee	13.90 (ag)
Sierra Leone (S)	Leone	2.4699
Singapore (S)	Singapore $	4.56
Solomon Islands (S)	Solomon Is. $	1.6835
Somali Republic	Somali Shilling	(A) 13.01
South Africa (S)	Rand	1.7560
South West African Territories (S)	S.A. Rand	1.7560
Spain	Peseta	190.80
Spanish ports in North Africa	Peseta	190.80
Sri Lanka (S)	S.L. Rupee	38.45
Sudan Republic	Sudan £ (1)	1.08
Sudan Republic	Sudan £ (2)	1.73
Surinam	S. Guilder	3.8745
Swaziland (S)	Lilangeni	1.7560
Sweden	S. Krona	10.1850
Switzerland	Swiss Franc	4.285
Syria	Syria £	(Q) 8.48
Taiwan	New Taiwan $	77.92
Tanzania (S)	Tan. Shilling	18.0
Thailand	Baht	44.14
Togo Republic	C.F.A. Franc	553.5
Tonga Islands (S)	Pa'anga	1.8835
Trinidad (S)	Trinidad & Tob. $	5.1948
Tunisia	Tunisian Dinar	0.986 (sg)
Turkey	Turkish Lira	215.38
Turks & Caicos	U.S. $	2.1645
Tuvalu	Australian $	1.8785
Uganda (S)	Uganda Shilling	18.10
United States	U.S. Dollar	2.1645
Uruguay	Uruguay Peso	(cm) 22.65
Utd. Arab Emirates	U.A.E. Dirham	7.90
U.S.S.R.	Rouble	1.5860
Upper Volta	C.F.A. Franc	553.5
Vanuatu	Vatu / Aust. Dollar	170 (sg) / 1.8785
Vatican	Italian Lira	2,337.0
Venezuela	Bolivar	9.27
Vietnam	Dong	(O) 4.7083 (T) 18.11
Virgin Islands U.S.	U.S. Dollar	2.1645
Western Samoa (S)	Samoan Tala	2.0978
Yemen (Nth)	Ryal	9.73 (sg)
Yemen (Sth)	S. Yemen Dinar	(A) 0.7475
Yugoslavia	New Y Dinar	78.1133
Zaire Republic	Zaire	[illegible]
Zambia	Kwacha	1.8290
Zimbabwe	Zimbabwe $	1.4565

*That part of the French community in Africa formerly French West Africa or French Equatorial Africa. † Rupees per pound. § General rates of oil and iron exports. 91.10. ** Rate is the transfer market (controlled). †† Rate is now based on 2 Barbados $ to the dollar. ‡‡ Now one official rate. (U) Unified rate. Applicable on all transactions except countries having a bilateral agreement with Egypt and who are not members of IMF. (||) Based on gross rates against Russian rouble. (1) Official rate for government transactions and specified exports and imports. (2) Parallel rate for non-government transactions and non-specified exports and imports. § One new Krona=100 old Kronur.



Swansea Bay

Unemployment has leaped in the area as companies have had to cut back to weather the recession. But work continues apace to meet the needs of incoming businesses and attract more. These efforts, and plans to establish an Enterprise Zone in Swansea, bring hope that recovery will follow. Robin Reeves reports.

The battle to renew an area's prosperity

LAST MONTH, Swansea City Council finished the preparations needed to establish Wales' first Enterprise Zone. All that is required now is for the Government to lay an order before Parliament — June is tipped as the most likely date — and this new experiment in industrial regeneration will come into being.

Its location in the lower Swansea Valley is highly appropriate. What recent generations best remember as a fascinatingly ugly, barren moonscape of waste tips and derelict land was, a century ago, the engine room of prosperity for the whole Swansea Bay region. Lead, silver, zinc and, above all, copper ores, imported from Chile, Australia and South Africa as early as the mid-19th century, were processed in a large number of smelters crowded into the valley.

Together with the iron, steel and tinplate produced in neighbouring, communities — all of them based in turn on the ample supplies of coal — they made the Swansea Bay region for a period the greatest metals centre in the Western world.

Nobody is daring to suggest that the designation of 735 acres of that same, now largely restored, valley land as an Enterprise Zone is bound to usher in a comparable golden era of prosperity. *But there is* a fervent hope that, nevertheless, the zone will spearhead an economic recovery within the whole Swansea Bay region after the battering it has received over the past 12 months.

Not one of the string of communities which stretch in an almost uninterrupted urban arc of well over 400,000 people from Port Talbot in the east to Llanelli in the west, has been left untouched by the recession. The first major shock was the British Steel Corporation's decision to halve output and employment at its giant Port Talbot works, with the loss of nearly 7,000 jobs. (Less than three years ago, BSC was still talking of doubling output to 6m tonnes) the most recent, British *Aluminium's announcement of* the closure of its Rheola Mill at Resolven, in the Neath Valley, involving 590 redundancies.

In between, barely a week has passed without a setback to the employment base. True, the metals industries have been the worst affected. Besides the radical Port Talbot cutbacks, BSC's more recent "survival *plan*" has resulted in a drastic slimming of operations at the corporation's Velindre tinplate plant just outside Swansea, and economies at the sister plant of Trostre, near Llanelli, involving more than *1,700* redundancies.

These, in turn, reflect difficulties in the tinplate market which have also triggered cutbacks and redundancies at Metal Box at Neath and, at one point, threatened the outright closure of Alcoa's almost new £40m aluminium strip mill just outside Swansea. After government representations, the Chicago-based parent company agreed to keep the plant going with a slimmed-down workforce.

Excluded

But Duport's recently-modernised engineering steels plant at Llanelli has not been so fortunate. It was excluded from the rescue of private sector steel interest by BSC and has just closed with the loss, over the past year, of a further 1,700 jobs.

Yet other sectors have also suffered badly. The collapse of the Dunbee-Combex-Marx toy group led to the closure of Louis Marx's Swansea factory, while another local toy manufacturer, Mettoy, has been forced to make redundancies in order to *weather the recession.* The acute difficulties in the textiles industry have led to the shutdown of Courtauld's Clutsom-Penn subsidiary and the Wakefield Shirt Company at Ystalyfera. Even petro-chemicals has not been immune, BP's giant Baglan Bay petro-chemicals complex is having to make 300 to 400 redundant, though it plans to achieve the cutback by natural wastage.

The coal industry, still an important source of economic activity in the hinterland, has avoided adding to the number *of redundancies, only thanks to* the Government's sudden decision to make more finance available. Two of the NCB's five South Wales pits originally earmarked for closure were in the Swansea Bay area.

Active

There have been some rays of economic sunshine amid the storm clouds. The bulk of the steel and tinplate capacity has been retained, with new levels of productivity. The construction industry has remained surprisingly active. According to the economic development officers of both Swansea and West Glamorgan, there is still a steady stream of people coming forward to start their own business, *despite the discouraging climate.*

On the grander scale, the U.S.-owned 3M group is in the process of investing £3m to gear up for the expected video cassette revolution. The region's metal expertise is paying off at IMI's titanium plant at Waunarlwydd, where a 60 per cent expansion is under way to meet the growing demands for the metal from the oil, petro-chemical and aircraft industries.

Swansea, in particular, retains a buoyant air, aided by the fact that it is the effective capital and distribution centre for the *whole of West Wales.*

All the same, the unemployment statistics make bleak reading. The level in the region has leaped from a far from satisfactory 7.5 per cent at the beginning of last year to a current average of 13.5 per cent. West Glamorgan estimates that by next August, when the next big group of school-leavers joins the labour market and recently-announced redundancies have worked through, the jobless average will have risen to 16.2 per cent.

It is particularly frustrating that the recession should be causing so much economic pain, just as Swansea Bay was looking better poised than ever before to attract new investment and employment opportunities This summer will see the opening of the Bridgend bypass, the last M4 section required to give the area an uninterrupted motorway link with South East England, putting London well within three hours' drive.

Next year, British Rail is adding a high-speed train link to Newcastle to its excellent Paddington-Swansea service and electrification is planned by the end of the decade.

There is also an increasingly ample supply of modern accommodation for incoming industry. Thanks not least to the £48m special allocation to the Welsh Development Agency by the Government in the wake of the steel rundown, the construction of new industrial estates and advance factories is going ahead apace,

The region's other attractions have long been present. One is an experienced, highly-adaptable, industrial workforce. Ford's success with its Swansea axle and transmissions plant, started in 1962, was an important influence in persuading the company to site its new £230m European engine plant at nearby Bridgend.

Another is the good education and training infrastructure. There are Manpower Services Commission Skill Centres at Port Talbot and Llanelli and University College, Swansea, which *has long main*tained a technological bias and welcomed co-operation with loc-l industry.

A further attraction is a quality of life in the area which can combine the benefits of urban living with the delights of the country and seaside. Swansea has the comprehensive shopping facilities, leisure *amenities and cultural activi*ties expected of a modern city. At the same time, the beauty of the Gower Peninsula and West Wales is right on the doorstep.

Yet clearly, the problem of unemployment, given its present level, is not going to be cured overnight. As things stand, the Government has not exactly been helpful either in some of *the regional policy changes* it has made affecting parts of the region. Under the original amendments made by Sir Keith Joseph, the Industry Secretary, in July 1979, the whole region was to be downgraded to either Development Area or Intermediate Area status. Since the BSC steel cutback was announced, the Port Talbot travel-to-work area has been upgraded to Special Development Area, resulting in maximum grants for new industry and expansions. Yet the jobless rates in Neath and Llanelli, are currently above those for Port Talbot.

Inhibit

Local authority chiefs and local industry have not been slow to draw this situation to the attention of Ministers. Indeed, the expectation that there will be an upgrading of some areas within the region is undoubtedly inhibiting some local companies from pressing ahead with expansion plans.

The most prominent example is Siliconix, the Swansea-based European subsidiary of a Californian semi-conductor manufacturer, exactly the sort of high-technology enterprise with high growth potential which the region is anxious to encourage.

An £8m expansion by Siliconix has been held up because the company ideally would like to build alongside its existing factory with the aid of Development Area capital grants.

The Government may or may not respond to these pressures, but in the meantime, the Welsh Office is taking a far more liberal attitude towards selective financial assistance. Exceptionally cheap loans are available from EEC sources because Swansea Bay is a steel closure area. And Swansea Council *itself has even introduced a loan* scheme to encourage the growth of fledgling businesses.

Building Design Partnership

The Quadrant shopping centre, Swansea, a recent addition to the range of amenities in this lively city

Growing to keep up with demand

PROFILE 3M COMPANY

ANY RESEARCHER looking for evidence that an active regional policy has produced long-term success in Wales would need to include 3M's plant at Gorseinon, near Swansea.

It was in 1952 that the company's parent Board in St. Paul, Minnesota, first decided to establish a subsidiary at Gorseinon. Operations have been expanded several times since the plant first began manufacturing sensitive tapes and adhesives under the company's internationally-recog*nised Scotch label.* But the company is now gearing up for what promises to be the most important and fruitful period in its history.

The Gorseinon plant is the UK's only domestic manufacturer of video tapes and cassettes and one of only four 3M video tape plants in the world. Another is in Japan while the remaining two are in the U.S. The Welsh plant is responsible for supplying 41 European and Middle East markets.

About £3m is now being spent at Gorseinon to ensure that the burgeoning demand expected over the next few years does not go unsatisfied. The plant is being redesigned to accommodate new automated manufacturing systems for rewinding, assembling and packing cassettes. Production of computer tape, and audio cassettes and tape has been transferred to a sister plant in Italy near Naples, to make room for the expansion which will enable output to be quadrupled.

It is a measure of the attention paid to quality at Gorseinon that no less than 35 per cent of the workforce —250 and expanding — are employed in a technical capacity, above all on quality-control facilities which monitor all stages of manufacture.

In the words of Mr. Denis Sheehan, the plant's Welsh-*born manager: "Our object is* to combine the best of American coating technology with the most advan[...] Japanese assembly tec[...]nology."

The 3M company is n[...] newcomer to the video tap[...] business; it launched th[...] world's first commercial vide[...] tape in *1956* in associatio[...] with Ampex, inventors of th[...] first U.S. recorder. Therefore it has taken 25 years t[...] develop video from a broad[...]casters' *tool into a piece o[...]* domestic equipment which now looks like becoming a[...] common as the television se[...] or record player.

Certainly, the market no[...] *shows every sign of develop*ing fast. Last year, 3[...] estimates, between 10m an[...] 11m video cassettes were sol[...] in Europe. It confidently pr[...]dicts that this sales figure wi[...] double during the curren[...] year, not least in the U[...] where the Royal Wedding wi[...] provide an added bonus.

Growth

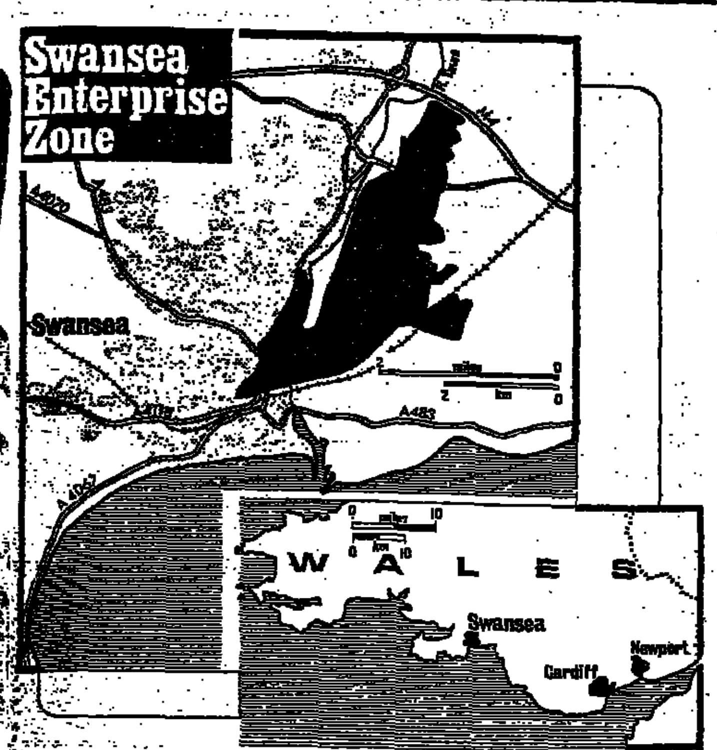
But since it is estimate[...] that only 3 per cent of Eur[...]pean households have vide[...] equipment so far, 3M [...] *certain that even this year* growth will be only the star[...] It forecasts that 80m vide[...] cassettes will be sold [...] Europe in 1985.

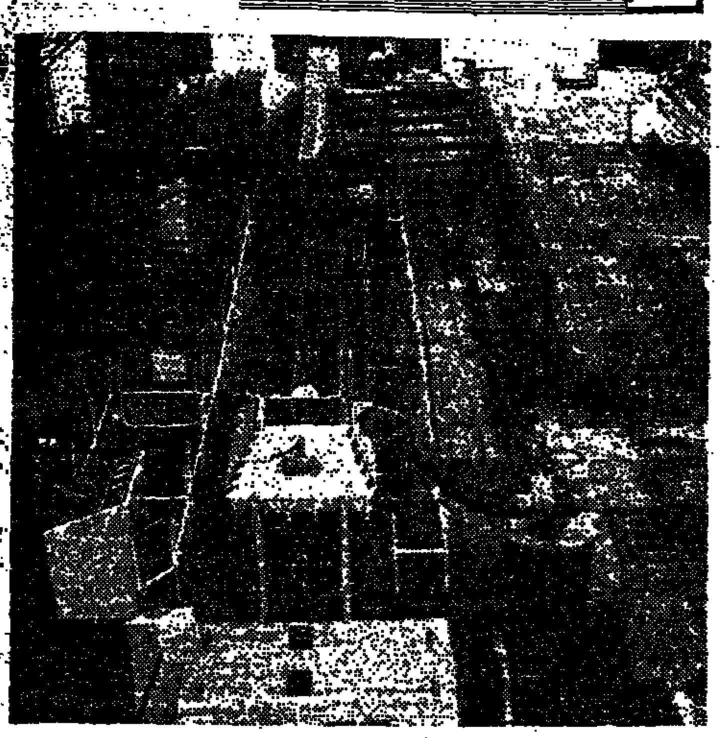
Until recently, the mark[...] was supplied mainly by th[...] video recorder manufacture[...] themselves, a situatio[...] reinforced by the non-com[...]patibility of the vario[...] *systems. But 3M now forese*[...] the market swinging in [...] direction since the position [...] being reached where cassett[...] sales will represent half of th[...] hardware market in value a[...] the company has always mad[...] its business to ensure it ca[...] meet the demands of a[...] systems, with a range [...] tailor-made tapes which "a[...] at least as good as the best."

There could also be som[...] icing on the cake for th[...] Welsh subsidiary. 3M h[...] reached an agreement [...] principle with the BBC f[...] *exclusive duplication rights* [...] put BBC programmes on [...] video cassettes. It is [...] Gorseinon that the duplic[...]tion work will be carried o[...] once the BBC has agree[...] terms with the broadcastin[...] unions in order to finalise t[...] deal.

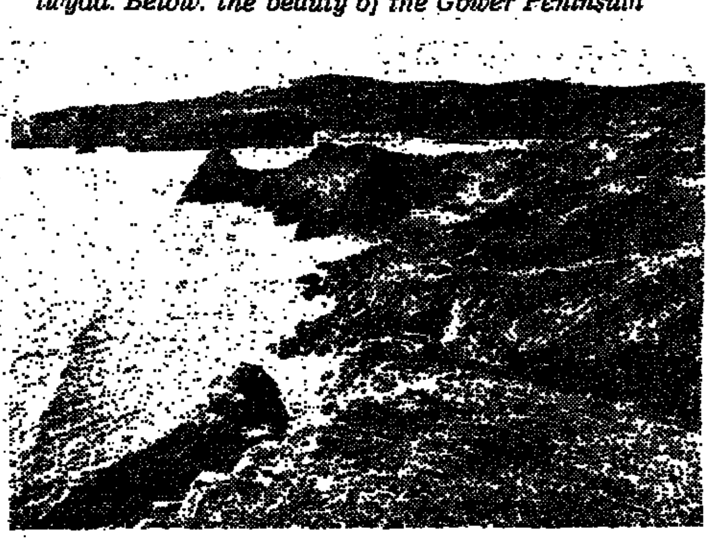
مكتبة الاسد

هكذا من الأصل





Above: making titanium tube—in demand for its unique strength-to-weight ratio and exceptional resistance to corrosion—at IMI Titanium, Waunarlwydd. Below: the beauty of the Gower Peninsula



Benefits of the Enterprise Zone

IT WOULD be wrong to imagine *that* the Swansea and West Glamorgan local authorities had no reservations when the Government first announced its plans to establish an Enterprise Zone in the lower Swansea Valley—the geographical heart *of the* Swansea Bay conurbation.

No one knows better than those in South Wales the possible disadvantages of allowing a totally free rein to market forces: until restoration work was begun ten years ago, the lower Valley was a textbook model of the environmental damage wrought by the 19th-century Industrial Revolution. Barely anything would grow on the shambling waste tips left by the valley's once massive non-ferrous smelting industry.

But these misgivings were set aside as details of the scheme emerged and councillors recognised that the experiment could bring lasting benefits. *Having accepted the idea in* principle, Swansea City Council, which was designated as the zone authority, threw itself wholeheartedly into the task of translating Sir Geoffrey Howe's novel proposal into an attractive reality.

It managed to persuade the Government to more than double the *originally-proposed* Zone area to 735 acres so as to include new industrial units already under construction by private developers as well as some units of its own.

This, combined with the fact *that the majority of the land* involved is owned either by the city council or the Land Authority for Wales, put the Swansea Zone in the advantageous position to press ahead very quickly and be able to offer incoming enterprises a good choice of immediately-available accommodation.

The council also established a four-man committee with fully-delegated land and planning powers to handle inquiries and satisfy the Government's insistence on minimal red tape. It ended by pushing through the *consultative* and *administrative* processes required before final approval is forthcoming from *the Government*, more quickly than any other Zone authority in the country.

Attractions

Assuming that there are no last-minute legal objections *during the next three weeks*, it will remain only for the Government to lay an order before Parliament for the Swansea Valley Enterprise Zone to come formally into being. This is expected in June.

The attractions the Zone will offer busines enterprises can be summarised as follows:

- *Complete exemption* from local authority rates for a ten-year period.
- 100 per cent capital allowances *for both industrial* and commercial buildings.
- Minimal planning controls.
- No industrial training levy payable.
- Customs priority.

Although planning controls *are not being removed entirely*, approval will be rapid and virtually automatic except for a number of industries—specified in the legislation—which may give rise to pollution problems or involve explosive substances. These would have to go through normal planning procedures.

Swansea has also set a ceiling of 45,000 sq ft on retail develop*ments which can go ahead free* of normal planning permission. This follows complaints from existing retail centres that the Zone may otherwise distort existing retail patterns. However, the council resisted local pressure to ban retail developments from the Zone altogether.

Already there is no shortage *of inquiries. At the last count*, more than 200 companies had sought details of specific buildings or sites in the designated *area.* About *three-quarters* were from the non-manufacturing sector, notably distribution and servicing. They include 17 potential retail developments, 12 of them requiring more than 25,000 sq ft.

Sensible

Certainly, the Swansea Enter*prise Zone is ideally located for* such use. With almost direct access on to the M4 motorway, the Zone is well placed to reinforce Swansea's role as distribution centre not only for the immediate region, but for the whole of West and even South Wales. Indeed, Mr. Roger Evans, the city's economic development officer, argues that *Swansea is a more sensible* wholesale distribution point for Wales than Cardiff.

At the same time, the city is obviously keen also to attract young businesses in the manufacturing sector with good *growth potential. It is also* hoping that investors will plump for the new Enterprise Zone because of its immediate access *to Swansea's* comprehensive port facilities.

A deliberate effort is being made to ensure that the Zone remains visually attractive, for instance by reserving some parcels of land for planting trees for screening purposes. Swansea is rightly anxious to avoid repeating the environmental mistakes of the 19th century.

Whether or not the Zone experiment lasts or is ended in *a few years' time, the evidence* in Swansea already shows signs of fulfilling Sir Geoffrey's originally-stated purpose: that of reviving enclaves of industrial dereliction by making them into derestricted, high-incentive development areas.

It is the case that in the lower Swansea Valley much of the dereliction had already been removed by more conventional means and it was ripe for industrial revival. But designation of *the Zone undoubtedly* will accelerate the revival process considerably.

Tourism initiatives should bring jobs

SWANSEA BAY and the beautiful beaches of the Gower Peninsula have attracted tourists for well over a century. But Swansea City Council *decided recently to step up its* own efforts to develop tourism, which can clearly make an even greater contribution to the local economy and to employment.

Spearheaded by the council's Centre for Trade and Industry *and its newly-appointed Tourist* Development Officer, Swansea is undertaking a wide range of initiatives in association with the local tourist industry and the Wales Tourist Board aimed at bringing the area's many attractions home to a wider public—and, indeed, creating new ones.

Plans include the organisation of special sports training courses open for advance booking only by hotels and tour operators; the development of beach club facilities providing supervised activity programmes for children; publication of a comprehensive local hotels register; research into the *present pattern of visitors* to establish a sound statistical base for further development; and substantially improved information services.

Centrepiece of the improved information is to be EDITH (Electronic Display of Information for Tourism and Holidays), a public access computer giving *information on accommodation*, sporting and entertainment events and other attractions for the visitor.

In addition, the council has just voted £100,000, double the previous figure, to support a more vigorous marketing and promotional drive which is already paying dividends. Requests for the official Swansea and Gower guide have already exceeded 20,000, five times last year's level.

Fringe

But beyond this general effort to increase the number of visitors, Swansea is making a special effort with two major *projects. One is Swansea's* October Arts Festival, where the aim is to change the town's somewhat staid image by developing a series of fringe events. The second is the launching of a Welsh Boat Show in *Easter 1982, utilising Swansea's* South Dock, now being redeveloped as a yachting marina.

A festival fringe company has already been established to arrange venues and sell tickets and it has received solid *encouragement from* Mr. Alister Moffat, administrator of the Edinburgh Fringe, who told the inaugural meeting that 18 music and drama groups which performed regularly at the Edinburgh Fringe, had stated *an interest in performing at* Swansea. He also allayed fears that there might be a shortage of suitable venues in the town. Facilities there were adequate, he said.

Apart from Edinburgh, only *Melbourne, Australia, has* a comparable Fringe festival and Swansea is optimistic that it will turn the city's arts festival into a national attraction.

The Welsh Boat Show scheme also aroused interest and the *council is currently in* the process of appointing a promoter. It promises to provide a focal event for the whole redeveloping South Dock area, recently renamed the Maritime Quarter.

The dock itself is being fitted with new lock gates, and the surrounding buildings, which are very much part of Swansea's early 19th century heritage, are being restored and refurbished and put to new use. They include an industrial and maritime museum, the new Dylan Thomas Theatre and arts workshops as well as a mixture of commercial uses. *The whole* scheme is well on the way towards becoming another im*portant asset for tourism.*

Micro-electronics advice service for industry

UNIVERSITY College Swansea—one of the constituent colleges of the University of Wales—*grasped* the importance of the micro-electronics revolution very early on. In 1973 it established the first micro-processor teaching laboratory in the country.

In the past year, however, the College's Department of Electrical and Electronic Engineering has developed its role a significant stage further by setting up, with the aid of Government funds, a Micro-processor Centre offering consultancy and design services which promise to be invaluable to local industry facing the competitive *challenges of the 1980s.*

The centre has already collected some powerful development facilities, including a Hewlett-Packard 64000 micro*processor development system*, an LSI-11 minicomputer for cross-support software, and a Tektronix logic analyser and various prototyping systems.

It is now geared to offer assistance to industry, Government and academic *clients in* the specification, design and development of products and processes using micro-processors.

Contracts

Businesses in particular are growing to appreciate the value of disinterested advice since the type of equipment suitable for a particular application can vary markedly, *from something* quite small costing only £1,000 to a more sophisticated item costing, say £10,000.

One of the centre's first contracts was from a local com*pany which wanted a small com*puter to monitor a piece of chemical plant. It was able to specify the exact type of equipment required to monitor not only the process but also the safety aspects.

The centre is prepared to advise on the whole range of micro-processor applications, but its specialist experience lies in the fields of industrial instrumentation and control, communications, information processing, test equipment and medical electronics.

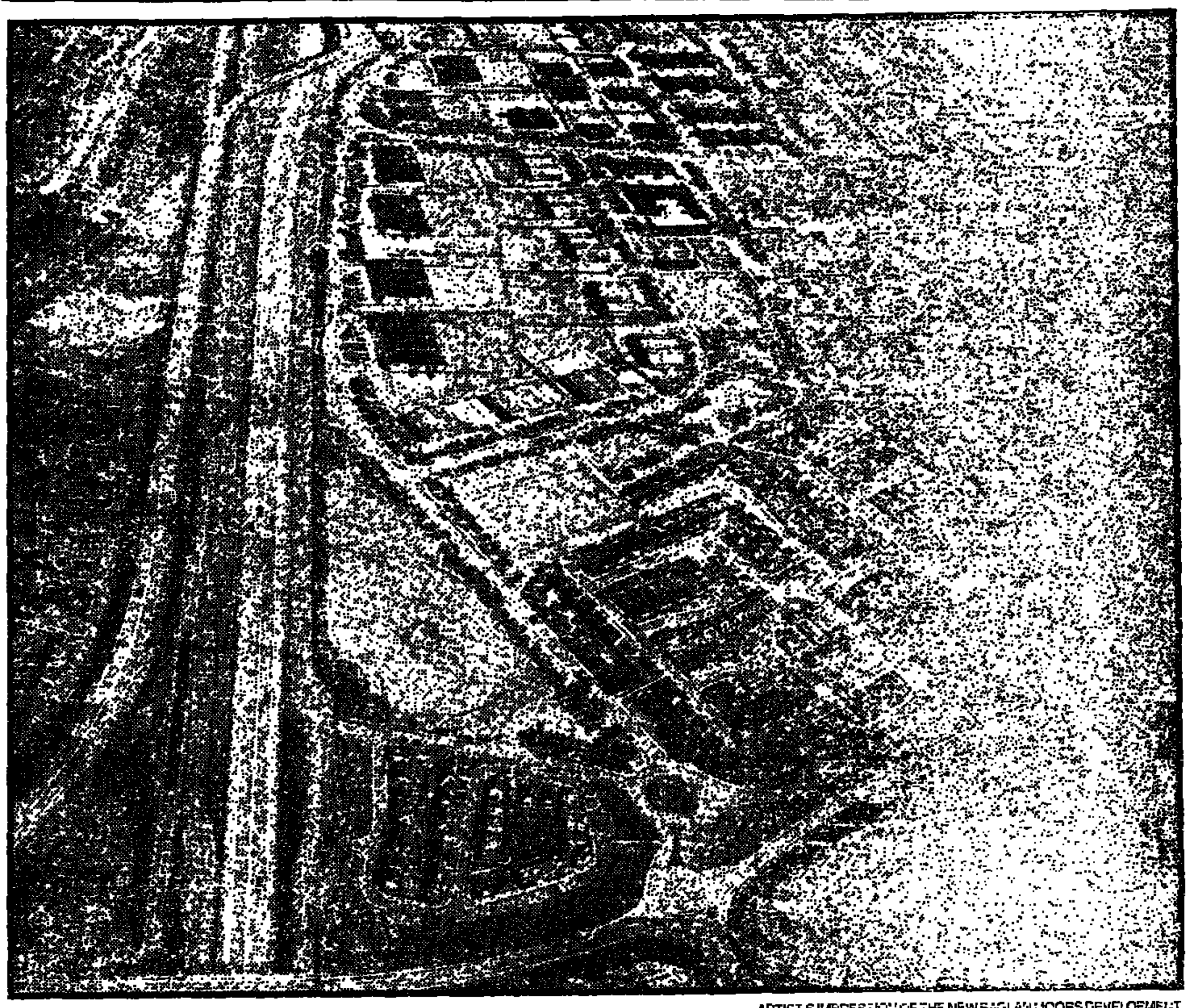
Advice need not be expen*sive. The centre has been made* an accredited consultancy under the Department of Industry's micro-processor application *project. This enables a com*pany employing the centre to undertake a feasibility study into the application of *micro*processing equipment to its business activities and recoup part of the cost.

For the uninitiated the Department of Electrical and Electronic Engineering runs *associated courses for local* industry on micro-processor fundamentals and the use of advanced micro-processor equipment.

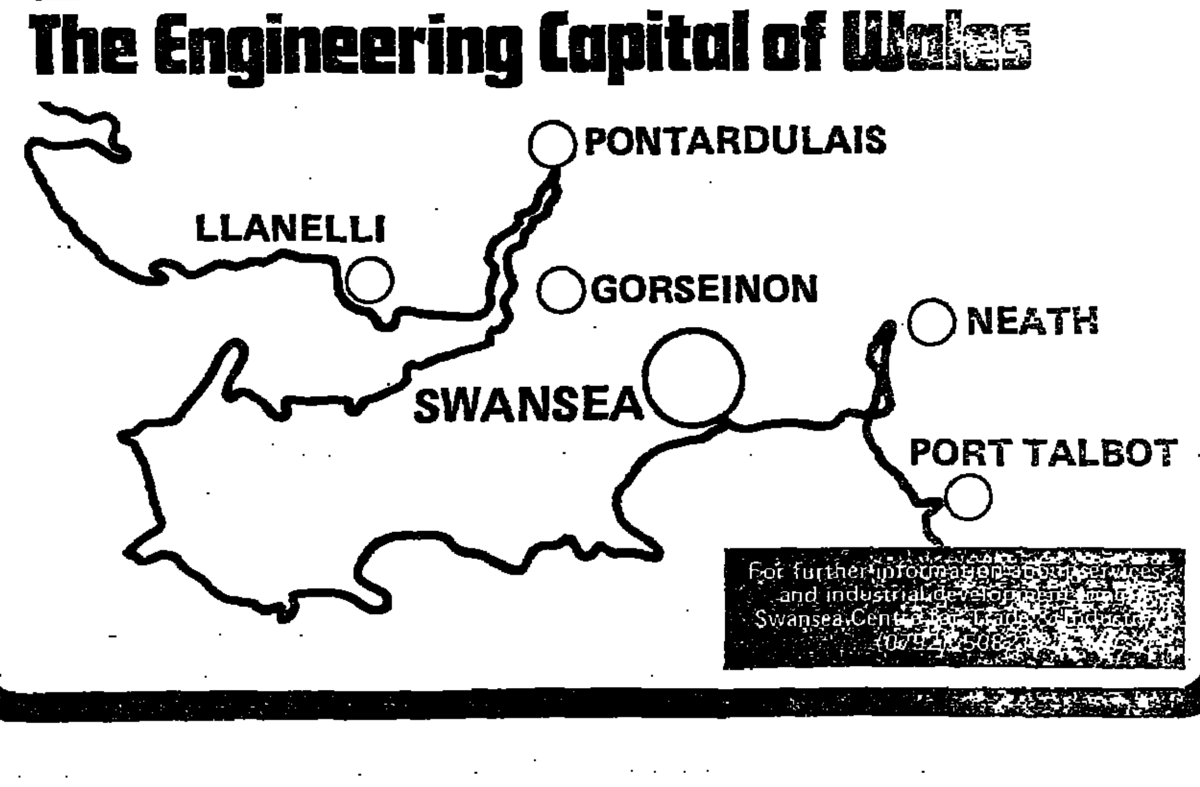
Advice on the application and development of micro-processors and selection of computer packages is also among the services now being offered by the British Steel Corporation's Welsh laboratory at Port Talbot. Originally an "in house only" facility, it has been reorganised in the past year as a special unit to market its experience and expertise to outside industry as well.

Its services cover a wide field. Apart from the laboratory's obvious technical knowledge about the steel industry, it is also geared to investigate and advise companies—for a consultancy fee—on broad technical problems. For instance, it will advise on energy saving and the more efficient use of fuel; on how to meet the requirements of environmental health legislation and provide a service of physical and mechanical analysis, *testing and* performance advice on materials used across the whole spectrum of industrial operations.

The laboratory also has an information service providing the latest intelligence on a wide range of scientific technological and commercial topics, and workshops staffed by skilled technicians.



ARTIST S IMPRESSION OF THE NEW BAGLAN MOORS DEVELOPMENT.



WORLD STOCK MARKETS

NEW YORK

Stock	April 10	April 9
Chubb	41¾	41⅝
Cincinnati Mil	37⅞	37⅜
Citicorp.	23	22⅝
Cities Service	44⅝	44⅞
City Investg	27⅜	27¼
Clark Equipment	37¼	36⅝
Cleve Cliffs Iron	42¼	41
Clorox	12½	12⅝
Cluett Peaby	13⅝	13⅞
Coca Cola	39¼	38½
Coca Btl.N.Y.	9¼	9¼
Colgate Palm	16⅞	17
Collins Aikman	11½	11⅛
Colt Inds	55⅞	56

Stock	April 10	April 9
Genuine Parts	34	34⅛
Georgia Pac	30½	30
Geosource	57⅞	59¼
Gerber Prod	29¼	28⅞
Getty Oil	68	69
Giddings Lewis	35½	35
Gillette	32½	32½
Global Marine	55	56⅛
Goodrich (BF)	26⅛	26½
Goodyear Tire	18⅜	18
Gould	28⅞	28⅞
Grace	52⅞	54⅝
Grainger (WW)	43½	21⅞

Stock	April 10	April 9
McDonnell Doug.	41¾	
McDonough	41½	
McGraw Edison	45½	
McGraw-Hill	44⅛	
McLean Trukg	10⅛	
Mead	33	
Media Genl	34¼	
Medtronic	40⅛	
Mellon Natl	35½	36⅛
Melville	45⅝	44⅜
Memorex	13½	13
Mercantile Sts	40¼	41
Merck	90½	90¼
Meredith	60½	60⅞
Merrill Lynch	38	36⅞

Stock	April 10	April 9
St. Paul Cos.	39⅞	39⅞
St. Regis Paper	37⅞	37½
Sante Fe Inds	95⅜	94½
Sante Fe Intl	25½	24
Saul Invest.	9½	9⅜
Saxon Inds.	7	7
Schering Plough	36½	36

Stock	April 10	April 9
Woolworth	26¼	26¼
Wrigley	35¼	34⅞
Wyly	13⅛	12⅞
Xerox	57⅞	58
Yellow Frt Sys	17⅞	16⅞
Zapata	29	30
Zenith Radio	18⅜	18⅝

Dow sheds 5.4 mid session

CONCERN OVER the level of U.S. interest rates took stock prices on Wall Street broadly lower in moderate trading by mid session yesterday.

The Dow Jones Industrial Average lost 5.4 to 994.87 and declines led advances five to two on volume of 23m shares.

Analysts said the news late on Friday of a significant increase in U.S. money supply had raised fears that interest rates would soon move higher. Rates in the credit market remained high after Friday's surge.

The Oil group, which weighs heavily in market indices, continued its recent slide on expectations of further weakness in world oil prices.

Volume leader **Gulf Oil** dropped $¾ to $33⅛, **Superior Oil** $5¼ to $201, **Marathon Oil** $1⅞ to $52⅞ and **Mesa Petroleum** $1 to $30.

Elsewhere, **Purolator**—which reported sharply higher first quarter net profits on Friday—continued to firm, adding $1¼ to $57⅞. **Federal Express** gained $¾ to $61⅞ and **Emery Air Freight** $¼ to $19½. Active **Eastern Airlines** gained $¼ to $10⅜ and **Delta** $⅞ to $72½ but most other air carriers shed fractions.

Spectra Physics lost $⅞ to $34⅞ after warning of sharply lower second quarter earnings. **Playboy** lost $1⅞ to $15, attributable to British Gaming Board and London police opposition to the renewal of its three London casino licences.

THE AMERICAN SE Market Value Index was off 3.84 to 364.66 on a volume of 2.93m shares.

Canada

The Toronto market was off sharply in moderate morning trading. Oils and Gold shares had some of the largest losses.

Declines led advances 250 to 123 and the Composite Index fell 13.8.

Among Oils, **Dome Petroleum** was down 1¼ to C$95¼, losing its Friday gain which was on news of a proposed five-for-one stock split. **Gulf Canada** slipped ¼ to C$25⅞, *Union Oil Canada* 1¼ to C$37⅛ and **BP Canada** ⅞ to C$42⅞.

Volume leader **Dome Canada** was unchanged at C$11¼ on 102,220 shares.

Stocks in Montreal were also broadly lower in a moderate early trade. The Industrial and Composite Indices *fell about 1⅞* points and losses outnumbered gains three to one.

Volume leader **Bow Valley** shed ⅞ to C$18⅜. *Canadian* **Pacific** 1½ to C$49½. But **CP Enterprises** rose ⅛ to C$27⅞.

Closing prices for North *America were not available* for this edition.

Tokyo

The Nikkei-Dow Jones market average gained 6.11 to close at 7,536.96 after touching a record 7,540.60 at the morning close in active trading, with volume 750m shares.

Big Capitals such as Shipbuildings, Steels and Heavy Electric Machines continued to lead the upswing on buying by domestic financial institutions, but *foreign investors remained* quiet.

Hitachi gained Y13 to Y478, **Mitsui Shipbuilding** Y11 to Y241 and **Mitsubishi Heavy Industries** Y10 to Y272.

Vehicles rose sharply, with **Toyota Motor** up Y63 to Y995, **Honda** Y49 to Y790 and **Nissan** Y24 to Y745 after the satisfactory conclusion to the first round of Japan-U.S. car trade negotiations last week.

Light Electricals and Precisions were also higher, with **Matsushita** up Y40 to Y1,280, **Canon** Y60 to Y1,070 and **Fuji Film** Y20 to Y1,330.

However, profit-taking depressed *Drugs*, Coals and Oils as well as high-priced Electricals, Constructions, Machineries and Non-Ferrous Metals.

The Second Market closed easy in light trading.

Hong Kong

Stocks closed slightly lower in extremely quiet trading with the *Hang Seng* Index easing 5.21 to 1,350.85. Turnover on the four exchanges was HK$247.47m (HK$335m).

Operators were waiting to see whether other U.S. banks will join last week's two prime rate rises to 17½ per cent. Continuing high interest charges in Hong Kong will tend to depress local stock prices.

Cheung Kong lost 35 cents to HK$29.90. **Hongkong Electric** 10 *cents* to HK$7.05, **Hongkong Land** 10 cents to HK$11.30 and **Jardine Matheson** 20 cents to HK$21.20.

Johannesburg

Stocks closed easier across the board in sympathy with Gold shares as the *bullion price* continued its decline. Trading was quiet.

Heavyweight Gold producer *Randfontein lost* R1.50 to R64 while less-priced counters shed between 10 and 50 cents. In Mining Financials, **De Beers** *eased* 20 cents to R9.25. Other Metals and Minerals were also easier where traded.

Industrial losses outnumbered gains by about two to one.

Australia

Industrials returned to favour on the Sydney exchange as the upward move in U.S. interest rates appeared to weaken sentiment for Resource issues.

The Industrial Index finished the day 1.1 points up at *750.1*, a movement contrary to the 5.7 point fall in the All Ordinaries Index to 726.2 and a 7.9 point drop in *Metals and Minerals to* 624.8.

BHP led the declines with a 30 cent fall to A$15 in spite of *declaring a 21 cent final dividend* which lifted the year's payout to 40 cents, up from 37 cents last year.

While Shale Oils continued to be erratic. Conventional Oils tended to weaken after a strong finish last week. Oil and Gas Index was 18.7 down at 1031.3, prompted by a 40 cent fall for **Santos** to A$22.50 and a four cent decline by **Woodside Petroleum** to A$2.76.

CSA fell 10 cents to A$7.10. *CRA* three cents to A$4.65 and **Western Mining** six cents to A$5.50. However, **Hammersley** added 10 cents to A$4.55 and the **ANZ Bank** held at A$4.75.

In Melbourne, Mining and Exploration stocks weakened slightly and Industrials here too were generally firm. **Northern Mining** lost 30 cents on sales at A$3.10.

Germany

Leading prices closed mixed in dull trading, but advances were enough to push the Commerzbank Index to its fourth consecutive 1981 high of 720.0, up 2.80 from Friday.

In mixed Banks **Dresdner** gained DM 0.50 and **Deutsche** fell the same amount. In stronger Stores **Karstadt** gained DM4 to DM200. **Hoechst** led Chemicals DM 1.20 lower, while in weaker Vehicles **Volkswagen** lost DM 1.70.

With Arab investors little in evidence Industrials tended easier, but **Mannesmann** was up DM 1.10. Among Electricals **Siemens** shed DM 1.50.

The Domestic Bond market showed a slight downturn, with Public Authority issues sustain*ing losses of up to DM 0.60.* D-Mark Eurobonds were mostly lower, but some Japanese convertibles gained strongly.

Paris

Bourse prices tended easier in quiet trading, with the approach of Easter and the Presidential election campaign discouraging major initiatives, dealers said.

Gains outweighed losses only in Engineering.

Leading shares to decline included **BSN-Gervais** in Foods —*which shed 12 francs to* FFr 1,055 in spite of its announcement on Friday of higher parent company net profits—and **CIT Alcatel**, which fell 9 francs to FFr 931.

The few firmer shares included **Peugeot**, up FFr 1.1 at FFr 146.9, and **Creusot-Loire**, up FFr 1.2 at FFr 91.5.

CANADA

Stock	April 10	April 9
Abitibi	27½	27
Agnico Eagle	13¼	13⅜
Alcan Alumin	45	44¼
Algoma Steel	47⅜	48
Asbestos	36¼	36¼
Bk Montreal	30½	30½

BELGIUM (continued)

April 13	Price Frs.	+ or —
Petrofina	4,710	+170
Royale Belge	4,280	—40
Soc Gen Banq.	2,095	+15
Soc Gen Belge	1,090	—30
Sofina	2,820	—55
Solvay	2,310	—55

HOLLAND

April 13	Price Fls.	+ or —
ACF Holding	76.50	—0.50
Ahold	75	+1.80
AKZO	22.7	
ABN	283	—2
AMEV	91.50	—0.70
AMRO	56	—0.10

AUSTRALIA

April 13	Price Aust. $	+ or —
ANZ Group	4.75	
Acrow Aust	1.17	
Allstate Expl	1.20	—0.05
Ampol Pet	1.90	—0.05
Assoc. Pulp Pap.	2.45	—0.05
Aud'mco	0.20	
Aust. Cons. Ind.	2.10	

JAPAN (continued)

April 13	Price Yen	+ or —
Kubota	352	
Kumgaai	376	—3
Kyoto Ceramic	3,700	+10
Lion	439	—5
Maeda Cons.	600	+4
Makita	917	—3
Marubeni	378	+2
Marudai	678	+8

Indices

NEW YORK —DOW JONES

	Apr. 10	April 9	Apr. 8	Apr. 7	Apr. 6	Apr. 3	1981 High	1981 Low	Since Cmpil't'n High	Since Cmpil't'n Low
●Industr'ls	1000.2	998.85	995.45	992.89	994.24	1007.11	1015.22 (25/3)	931.57 (13/2)	1051.70 (11/1/73)	41.22 (2/7/32)
H'me B'nds	61.42	61.42	61.42	61.54	61.23	61.59	65.78 (15/1)	61.23 (6/4)	—	—
Transport	446.29	446.44	439.02	434.88	432.10	438.71	446.29 (10/4)	379.18 (20/2)	446.29 (10/4/81)	12.23 (8/7/32)
Utilities	107.56	108.15	108.84	109.10	108.85	109.46	117.61 (6/1)	105.41 (25/2)	163.32 (20/4/69)	10.5 (28/4/42)
Trading Vol 000's	58,150	59,520	48,000	44,540	43,150	46,660	—	—	—	—

●Day's high 1009.01 low 990.65

Ind. div. yield %	Apr. 3	Mar. 27	Mar. 20	Year ago (approx)
	5.50	5.57	5.58	6.30

STANDARD AND POORS

	Apr. 10	April 9	Apr. 8	Apr. 7	Apr. 6	Apr. 3	1981 High	1981 Low	Since Cmpil't'n High	Since Cmpil't'n Low
‡Indust'ls	152.27	152.63	152.18	151.75	151.80	155.56	157.02 (6/1)	145.75 (2/2)	160.96 (28/11/80)	3.52 (30/6/32)
Composite	134.51	134.67	134.51	133.81	133.95	136.49	138.12 (6/1)	126.58 (20/2)	140.52 (28/11/80)	4.40 (1/6/32)

	April 8	Apr. 1	Mar. 25	Year ago (approx)
Ind. div. yield %	4.55	4.47	4.44	5.74
Ind. P/E Ratio	9.46	9.54	9.68	7.14
Long Gov. Bond Yield	12.84	12.46	12.63	11.64

N.Y.S.E. ALL COMMON

Apr. 10	Apr. 9	Apr. 8	Apr. 7	1981 High	1981 Low
77.78	77.80	77.66	77.30	79.14 (6/1)	72.45 (20/2)

Rises and Falls	Apr. 10	Apr. 9	Apr. 8
Issues Traded	1,904	1,902	1,915
Rises	850	879	855
Falls	662	635	654
Unchanged	372	388	406
New Highs	—	123	60
New Lows	—	8	6

MONTREAL

	Apr. 10	Apr. 9	Apr. 8	Apr. 7	1981 High	1981 Low
Industrials	399.53	397.21	395.26	395.02	399.55 (10/4)	356.28 (20/2)
Combined	373.26	371.05	369.95	369.54	376.56 (2/4)	339.54 (20/2)
TORONTO Composite	2578.8	2565.3	2558.4	2549.7	2573.8 (10/4)	2151.4 (20/2)

NEW YORK ACTIVE STOCKS

Friday	Stocks traded	Closing price	Change on day
IBM	1,267,100	60⅝	—1⅛
K. Mart	1,243,000	22⅞	+⅛
Eastern Air.	1,019,900	10⅛	+⅛
Pan. Am. Air	790,200	5½	+¼
Sears Roebuck	706,900	20	+⅛
Fluor	705,400	44	+1⅞
ATT	678,100	54⅝	—⅛
Col. Penn.	570,200	22⅝	—1
Contl. Tel.	553,600	17⅞	+⅛
Transworld	541,900	26⅝	+⅛

	Apr. 13	Apr. 10	Apr. 9	Apr. 8	1981 High	1981 Low
AUSTRALIA All Ord. (1/1/80)	726.2	731.9	726.9	722.3	757.8 (6/4)	641.1 (17/2)
Metal & Minrls. (1/1/80)	624.8	632.7	650.2	627.2	785.2 (7/1)	564.9 (6/8)
AUSTRIA Credit Aktien (2/1/62)	62.80	61.80	61.64	61.91	66.43 (5/1)	61.64 (9/4)
BELGIUM Belgian SE (31/12/63)	80.96	81.85	82.28	82.54	86.15 (17/2)	80.96 (13/4)
DENMARK Copenhagen SE (1/1/73)	106.66	108.92	108.49	108.92	109.25 (8/4)	95.88 (2/1)
FRANCE CAC General (29/12/61)	108.6	109.7	109.5	108.6	112.5 (17/3)	103.1 (29/1)
Ind Tendance (31/12/80)	102.1	102.4	102.5	101.7	106.8 (16/3)	95.4 (27/1)
GERMANY FAZ-Aktien (31/12/58)	232.99	232.44	231.36	230.56	232.99 (13/4)	215.88 (9/2)
Commerzbank (Dec. 1953)	720.0	717.2	716.20	711.6	720.0 (13/4)	666.4 (16/2)
HOLLAND ANP-CBS General (1970)	89.3	89.6	89.9	89.1	90.5 (26/2)	85.7 (2/1)
ANP-CBS Indust. (1970)	69.4	69.4	69.0	68.4	69.4 (10/4)	62.8 (2/1)
HONG KONG Hang Seng Bank (31/7/64)	1350.85	1356.06	1325.05	1347.11	1650.32 (4/2)	1295.44 (11/3)
ITALY Banca Comm. Ital (1972)	245.09	247.09	248.83	247.69	252.86 (3/4)	175.66 (6/1)
JAPAN Dow Average (16/5/49)	7536.96	7517.31	7491.82	7508.52	7536.96 (13/4)	6956.62 (13/3)
Tokyo New SE (4/1/68)	550.40	546.53	546.23	544.52	550.40 (13/4)	496.79 (6/1)
NORWAY Oslo SE (1/1/72)	113.25	119.90	120.05	118.37	124.16 (3/3)	110.22 (16/2)
SINGAPORE Straits Times (1966)	819.28	821.76	829.99	830.52	866.52 (6/4)	659.52 (2/1)
SOUTH AFRICA Gold (1958)	—	625.4	648.0	639.0	797.6 (7/1)	561.5 (6/3)
Industrial (1958)	—	615.7	620.2	618.5	622.4 (8/4)	537.2 (8/2)
SPAIN Madrid SE (30/12/80)	(c)	112.46	112.30	112.43	114.28 (17/2)	100.46 (2/1)
SWEDEN Jacobson & P. (1/1/58)	484.86	484.9	483.56	480.36	493.61 (25/3)	404.17 (20/1)
SWITZERLAND Swiss BankCpn. (31/12/58)	301.3	300.9	300.9	302.0	304.2 (2/4)	287.0 (13/2)
WORLD Capital Intl. (1/1/73)	—	158.1	159.2	158.8	162.8 (6/1)	143.8 (17/2)

Base values of all indices are 100 except Australia All Ordinary and Metals—500; NYSE All Common—50; *Standard and Poors*—10; and Toronto—1,000; the last named based on 1975. † Excluding bonds. ‡ 400 industrials. § 400 industrials plus 40 Utilities, 40 Financials and 20 Transports. (c) Closed.

NOTES—Prices on this page are as quoted on the individual exchanges and are last traded prices. ‡ Dealings suspended. xd Ex dividend. xc Ex scrip issue. xr Ex rights. xa Ex all.

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Sharp fall in tin price

BY JOHN EDWARDS, COMMODITIES EDITOR

TIN VALUES fell sharply on the London Metal Exchange following the failure of producers at last week's International Tin Council meeting to push through demands for a rise in International Tin Agreement "floor" and "ceiling" prices.

The Straits tin price in Penang over the weekend lost 0.35 cents to M$30.60 a kilo and London followed the downward trend, with the cash price closing £120 down at £6,210 a tonne.

The decline in the market came in spite of the weakness of sterling and the fact that LME warehouse stocks of tin last week decreased by 210 tonnes to a total of 5,895 tonnes.

There is some uncertainty about the next steps to be taken by the producing countries, who walked out of the Tin Council meeting on Friday in protest about the refusal of the consumers, led by the U.S., to agree to any increase in the Tin Agreement price range.

The latest Straits tin price at 30.60 is still in the middle band of the Agreement's price range, where the buffer stock normally does not operate. The lower price range, where the buffer stock has to be a net buyer to support prices, is from the "floor" of M$27.28 to 30.01 a kilo.

Other metal markets were also lower in London yesterday, depressed by the fall in gold and the rise in U.S. interest rates.

Copper cash wirebars closed £8.25 lower at £817.5 a tonne—nearly £40 down on a week ago.

The market opened higher on the weakness of sterling, but was then hit by news of an unexpected rise in LME copper stocks last week which increased by 3,975 tonnes lifting total warehouse holdings to 120,125 tonnes. This decline reverses thet slow, but steady, fall in copper stocks during the past four weeks. There was further selling in the afternoon. Last night Asarco, the U.S. producer, announced it was lowering its domestic selling price for copper by 3 cents to 85 cents a lb.

Silver prices, following the fall in gold, dropped to the lowest level since May last year. The bullion spot quotation was cut by 14.7p to 506.5p a troy ounce at the moring fixing, and values eased slightly more in afternoon trading.

LME silver holdings rose by 380,000 to 24,490,000 ounces. Lead stocks dropped by 2,625 to 47,825 tonnes and zinc by 525 to 88,175 tonnes. However both markets followed the general downward trend. Nickel stocks declined by 174 to 3,216 tonnes and this was the only market where prices rose. Aluminium stocks jumped by 9,150 to 51,650 tonnes but this was in line with market expectations and prices only eased slightly.

Disease alert in Cornwall

By Our Commodities Staff

A FIVE-MILE cordon was thrown round a Cornish farm yesterday as Government scientists checked animal tissue for samples of foot-and-mouth disease. But Ministry of Agriculture officials stressed this was an automatic precautionary measure and were very hopeful that the tests would prove negative. All animal movement is banned within the cordon.

Mr. Peter Walker, the Minister of Agriculture, seems confident the disease threat is over. In a statement issued yesterday he congratulated farmers on their responsible attitude and co-operation with the Ministry which he said was "a major factor in limiting the disease to the single case in the Isle of Wight."

He was commenting on the lifting on Sunday of the infected area restriction on the island three weeks after the disease was confirmed.

Immediately after the outbreak animal movement was halted within a 1,000-square mile area covering parts of Hampshire and Dorset as well as the Isle of Wight itself. The mainland restrictions were removed a week ago except for 21 farms with suspected contact animals.

Nearly 600 farm animals have been destroyed since the alarm was sounded. But this is still a far cry from the 442,000 lost in the last outbreak in 1967-68.

EEC SHEEPMEAT

Crisis for British exporters

BY JOHN CHERRINGTON, AGRICULTURE CORRESPONDENT

THE THREAT by British exporters to cease trading in sheepmeat as from next Monday is a logical extension of the effects of the EEC's sheepmeat regime inaugurated last October.

The problem stemmed from the decision to vary the system of support between the member countries. In the UK the market is supported by a deficiency payment to make up the difference between the market price and the guide or target price, plus a headage payment on ewes. In other countries it is based on the ewe headage payment and in the case of France this is supported by intervention buying as well.

So that UK exporters would not be able to use the deficiency payment as an export subsidy every exported carcase had to suffer a clawback or levy, equivalent to the deficiency payment or premium of the week of export. This was originally imposed on exports to the member and third countries but in December it was removed from those to third countries.

The immediate effect of the agreement was dramatic. The UK market collapsed bringing a sudden surge in the premium to a maximum of 60p a kilo and exports to the main markets slumped. They picked up again to France at the turn of the year, but have now become very difficult again because of a steadily increasing premium, which doubled last week due to the rise in prices awarded by the last review.

The clawback this week is 38 pence per kilo and the exporters difficulties are compounded by the strength of sterling which in effect means a levy of about 12 per cent on earnings in foreign currencies. Certain other products are covered by Monetary Compensation Payments but these do not apply to sheepmeat. For this reason, exports from Ireland can undercut the British everywhere in Europe, owing to the weakness of the Punt. This week it is believed that Irish lamb is selling in Belgium for 188 pence a kilo while the cheapest UK lamb would have to cost 213 pence a kilo.

The exporters suffer another disability. The calculation of the premium takes the average price for all sheepmeat. In fact as soon as the new season's lamb comes on the market it makes a substantial premium over the hoggets sold. This has the effect of increasing the return to the farmer selling lambs but means that the exporter who has had to pay a premium when buying lambs has to meet a clawback which includes the hoggett element, which would be much higher if it was based on the lamb price.

The exporters have been suggesting that one way out of the problem would be to have a differential subsidy which would reflect the lamb element and an MCA on sheep meat which would give a 12 per cent export levy on exports at this time.

If nothing is done, claim the exporters, the British lamb market will be swamped with the extra 40,000 tonnes of lamb and sheepmeat which used to be exported. This could bring the lamb price down and cause a collapse in other meat markets. Something like this collapse occurred at the time of the inauguration of the regime last year. To this the Minister of Agriculture replied at the time that the British housewife would benefit. So she did, but producers of pig and poultry meat who don't benefit from these kind of supports suffered, as did the EEC Farm Fund.

With this as a precedent the auguries for a successful response to the exporters' plea looks doubtful. The French who successfully defended their sheep farmers in the sheepmeat agreement are unlikely to agree to any change which may undermine the favourable result which they undoubtedly gained.

Danish bacon supplies threatened

BY HILARY BARNES IN COPENHAGEN

BACON SHIPMENTS from Denmark to the UK are likely to be suspended at the beginning of next week by a strike of slaughterhouse workers, which is due to start on April 22. Danish bacon accounts for around 42 per cent of UK supplies.

With Easter intervening, today will in practice be the last day on which most companies will be able to slaughter, according to ESS-Food, the pigmeat export association.

The situation is regarded with the utmost seriousness by Danish farmers. Not only are exports of pigmeat and beef and veal worth Kr 1.2bn a month, or about 15 per cent of Denmark's total merchandise exports, but the farmers are already in a serious economic plight. "I can't believe this madness will go forward," said Mr. H. A. O. Kjeldsen, President of the Agricultural Council.

The situation has arisen because slaughterhouse workers have rejected by ballot a wage agreement negotiated by their union. As all the normal meditation processes have been exhausted, a strike seems inevitable.

The government has said that it cannot intervene, although Minister of Labour, Mr. Svend Alken, yesterday met leaders of both sides of the industry to be informed about the situation.

All meat exports will come to a halt very rapidly, once the strike starts, according to ESS-Food.

The consequences of a strike lasting for three weeks could continue to affect supplies and prices for almost six months, according to ESS-Food's chairman Mr. J. Esp. Soerensen. It will take this long for the slaughterhouses to get through the backlog of unslaughtered pigs.

The excess supply in a period following a strike will depress prices. ESS-Food fears, and it plans to ask the EEC Commission to provide support for private storage of pigmeat to take some of the pressure off the market.

A total of about 13m pigs will be slaughtered this year by the Danish industry.

Margins boost for pig farmers

BY RICHARD MOONEY

PIG PRODUCERS in South-West England boosted their profit margins by 29 per cent last year according to a report by Exeter University's agricultural economics unit.

The average margin for the 69 herds sampled was 16.1 per cent. The report noted, however, that this performance compared with unusually poor figures in 1979 and that there was wide variation in the results from individual farms. In particular feeding herd margins showed a substantial increase while those of breeding herds fell slightly.

But breeders did well in terms of improved efficiency. On average they managed 19.8 weaned pigs per sow, the highest level ever reached in this continuous survey.

There was also improvement on the feeding side with a 0.1 kilo cut in the feed required for a one-kilo liveweight gain. This resulted in a saving of £1,500 per herd.

The report's authors have doubts about the scope for further improvement in breeding performance. The financial performance of these herds would have been worse without the better physical performance, they say, but question how much further the breeders can go in the "treadmill" situation of running faster to stay in the same place.

Indonesia to boost pepper production

JAKARTA — Indonesia hopes to achieve 11.5 per cent annual growth in pepper output under new incentives announced by the National Development Information Office.

It plans to open up 28,000 hectares for new smallholder plantations over the next five years with a $68.8m loan scheme and will encourage the replanting of some 9,000 hectares.

Although production has fallen since World War Two to about 45,000 tonnes from 58,000 hectares of smallholder plantations, exports have risen substantially recently to 30,000 tonnes worth $50m last year

Dividing up the EEC aid cake

BY LARRY KLINGER IN BRUSSELS

THE EUROPEAN Community is struggling with the difficult problem of how to allocate its limited resources of Lomé Convention aid against a background of claims from developing countries that appear to have already outstripped available funds.

European Commission officials fear that 1980 claims are already above what has been earmarked under the Stabex programme of the Lomé Convention—the special trade and aid agreement between the EEC and 61 African, Caribbean and Pacific Ocean (ACP) countries.

The annual Lomé ministerial meeting held in Luxembourg at the weekend was told that the ACP countries paid an extra $1.2bn in fuel costs last year against 1979, while experiencing a drop in income of a similar amount because of falling prices for their exports.

The European Commission told the council that, while there seemed to be no possibility of finding extra funds at this time, it would produce proposals on how to allocate existing funds for study by the ACP ambassadors to the EEC in June.

The Commission also undertook to study special requests from Zaire and Zambia for aid to promote continuity of production in their hard-hit copper and cobalt industries. The two countries cited "cash-flow" problems due to low world prices during the past few years and continued transport problems.

The Commission will study the possibility of granting loans under Sysmin, the five-year, $340m Lomé programme to safeguard ACP mining potential.

In agriculture, the Council of Ministers asked the Commission to produce proposals for the allocation of Stabex funds by the ACP ambassadors to the EEC in June. Stabex is the five-year $660m Lomé fund to compensate ACP countries, either in direct aid or loans, for unexpected falls in world prices.

Commission officials said in Luxembourg that new claims appear to have outstripped the funds earmarked for immediate availability, and therefore a decision would have to be taken to either scale down the requests or borrow against next year's programme.

The EEC also agreed to study proposals for tobacco, sisal products, citrus fruit and some spices to be included in Stabex but rejected requests for their inclusion immediately. Under Lomé II, which came into effect on January 1, this year, it had been agreed that the list would not be expanded before January 1, 1982.

On sugar, the EEC refused to give way to ACP requests that Kenya, Uganda, Surinam and the Congo be allowed to retain their export quotas to the EEC even though they had failed to fulfil them in past years.

Meanwhile, the Ministers' planned debate on world hunger, during which several ACP countries were expected to press strongly for long-term food contracts at below world prices, was cancelled because the council ran much longer than scheduled.

The debate will now be held at next year's ministerial council, which will be held in Libreville, the capital of Gabon.

Increase in world sugar use forecast

RATZEBURG, WEST GERMANY—World sugar consumption will continue to expand at a compound rate of between 2 and 3 per cent a year during the 1980s, almost as high as in the 1970s, sugar analyst F. O. Licht said here yesterday.

This rate of increase will mean production will have to expand by about 2m tonnes a year to match demand.

The projection came in a special report entitled "sweeteners and related products in the 1980s."

World sugar consumption in 1985 was projected at 110.5m tonnes and in 1990 at 125.5m, assuming constant 1979 prices, Licht said. This would compare with consumption totalling 90.4m tonnes in 1979.

If prices 20 per cent above 1979 levels were assumed, lower consumption totals of 103.8m tonnes in 1985 and 117.5m in 1990 were forecast.

The bulk of this increase was expected in the developing countries where per capita consumption was lower than in the developed world.
Reuter

BRITISH COMMODITY MARKETS

BASE METALS

COPPER—Lost ground on the London Metal Exchange following the further weakness of gold and the sizeable increase in warehouse stocks. After opening at £848 forward metal came under pressure and dipped to the day's low of £835 in the afternoon Rings before closing the late Kerb at £836. Turnover: 21,725 tonnes.

COPPER	a.m. Official	+ or —	p.m. Unofficial	+ or —
	£	£	£	£
Wirebars				
Cash	821.5-2	—1	817-8	—8.25
3 months	841.5-2	......	837-.5	—7.5
Settlem't	822	—1	—	......
Cathodes				
Cash	814-5	—1	809-11	—9.5
3 months	829-.5	—1.25	824-5	—8.5
Settlem't	815	—1	—	......
U.S. Prod	—		*87-92	......

Amalgamated Metal Trading reported that in the morning cash wirebars traded at £821.5, 22, three months £843, 42, 41.5, 42, 41.5. Cathodes, cash £815, 16. Kerb: Wirebars, three months £841.5, 42. Afternoon: Wirebars, three months £838, 37.5, 37, 36.5, 35.5, 36, 35.5, 36, 37, 36.5, 37, 37.5. Kerb: Wirebars, three months £838, 37.5, 38, 38.5, 38, 37.5.

TIN—Down again owing to the failure of the ITC to increase the ranges of the tin agreement. The sharp decline in Penang prompted sizeable selling in London and saw forward metal retreat from £6,300 to £6,180 around mid-way. However, this level brought out American physical interest and three months rallied to close the late Kerb at £6,225. Turnover: 1,775 tonnes.

TIN	a.m. Official	+ or —	p.m. Unofficial	+ or —
High Grade	£	£	£	£
Cash	6210-20	—142	6200-20	—120
3 months	6210-20	—107	6210-5	—95
Settlem't	6220	—140	—	......
Standard				
Cash	6210-20	—142	6200-20	—125
3 months	6210-20	—107	6210-5	—95
Settlem't	6220	—140	—	......
Straits E.	$30.60	—0.35	—	......
New York	—	......		

Morning: Standard, cash £6,235, 20, three months £6,290, 80, 65, 60, 50, 40, 20, 10. Kerb: Standard, cash £6,210, three months £6,210, 6,200, 6,190. Afternoon: Standard, three months £6,180, 90, 6,200, 10, 15, 05, 6,200, 10. Kerb: Standard, three months £6,225, 30, 35, 30, 20.

LEAD—Moved narrowly as hedge selling was well absorbed by trade buying. Forward metal traded around £348 throughout the morning before easing to close the late Kerb at £346.5. Turnover: 6,375 tonnes.

LEAD	a.m. Official	+ or —	p.m. Unofficial	+ or —
	£	£	£	£
Cash	344-5.5	—1	340.5-1	—1.75
3 months	348-5.5	—1.25	346.5-7	—1
S'ment	345.5	—.5	—	......
U.S. Spot	—	......	*36	......

Morning: Cash £345, 44, three months £348, 48.5, 48, 49, 50, 49.5, 49, 48.5. Kerb: Three months £348.5, 49. Afternoon: Three months £348.5, 48, 47.5, 47, 46.5. Kerb: Three months £347.

ZINC—Little changed as forward metal eased from £385.5 in early trading to a day's low of £380, reflecting the weakness of other metals, before closing the late Kerb at £381.5. Turnover: 4,050 tonnes.

ZINC	a.m. Official	+ or —	p.m. Unoffic'l	+ or —
	£	£	£	£
Cash	373-4	—.25	370-1	—2.5
3 months	384-5	+.75	380.25-.5	—2.62
S'ment	374	......	—	......
Primw'ts	—	......	*43.5	......

Morning: Three months £384, 83.5. Afternoon: Three months £381, 80, 81, 80.5, 80. Kerb: Three months £380, 80.5, 81.

ALUMINIUM—Down owing to the large rise in stocks which saw forward metal weaken from £659 to £649.5 by the close of the afternoon Kerb. Turnover: 6,550 tonnes.

Alumin'm	a.m. Official	+ or —	p.m. Unoffic'l	+ or —
	£	£	£	£
Spot	634-6	—4.5	633-5	—3.5
3 months	650-1	—3	649-50	—3

Morning: Three months £653, 53.5, 53, 52, 51. Kerb: Three months £650.5, 51. Afternoon: Three months £649, 50, 49.5. Kerb: Three months £649.5, 50, 50.5, 50.

NICKEL—Firmer, reflecting trade interest coupled with light speculative buying. Forward metal opened at £2,935 and moved up to £2,980 before easing to close the late Kerb at £2,945. Turnover: 346 tonnes.

NICKEL	a.m. Official	+ or —	p.m. Unoffic'l	+ or —
Spot	2950-60	+68	2927-30	—31
3 months	2980-5	+78	2957-60	—33.5

Morning: June £2,955, mid-June £2,960, three months £2,950, 60, 70, 80. Kerb: Three months £2,960. Afternoon: Three months £2,960. Kerb: Three months £2,960, 50.

SILVER

Silver was fixed 14.7p an ounce lower for spot delivery in the London bullion market yesterday at 506.5c. U.S. equivalents of the fixing levels were: spot $10.95, down 45c; three-month $11.404, down 42.3c; six-month $11.88, down 41.7c; and 12-month $12.77, down 41c. The metal opened at 503-512p ($10.85-$11.05), and closed at 497-506p ($10.75-$10.95).

SILVER per troy oz.	Bullion fixing price	+ or —	L.M.E. p.m. Unoffic'l	+ or —
Spot	506.50p	—14.7	503.0p	—11
3 months	521.40p	—14.3	518.5p	—11
6 months	537.60p	—15.0	—	......
12 months	570.80p	—15.8	—	......

LME—Turnover 74 (81) lots of 10,000 ozs. Morning: cash 501; three months 522, 21, 20.5, 20, 19, 20, 21, 20, 18.5, 18, 17.5, 16.5, 16. Kerb: three months 515.5, 16. Afternoon: three months 517, 18. Kerb: three months 518.

COCOA

Futures eased in light volume for prices to close £5 down on the nearby months. Actual business remained neglected, while second hand dealings were also scarce, reports Gill and Duffus.

COCOA	Yes'rday's Close	+ or —	Business Done
May	956-37	—6.0	942-31
July	959-60	—6.0	967-56
Sept.	978-79	—3.0	983-76
Dec.	999-1000	—2.5	1004-999
March	1021-23	—0.5	1024-20
May	1037-38	+0.5	1038-36
July	1052-55	+0.5	—

Sales: 1,396 (2,115) lots of 10 tonnes.
ICCO Futures—Daily price for April 10: 94.87 (94.46); five-day average 94.58 (94.96).

COFFEE

London considered sterling's fall against the dollar before opening slightly higher, reports Drexel Burnham Lambert. Prices weakened following an easier New York performance probably attributable to the stronger dollar.

COFFEE	Yesterday's Close	+ or —	Business Done
	£ per tonne		
May	1051-53	—5.5	1063-47
July	1052-54	—5.5	1064-52
Sept.	1054-55	—5.0	1065-52
Nov	1052-54	—6.5	1063-52
Jan	1050-58	—4.5	—
March	1047-54	—6.0	—
May	1050-60	—4.0	—

Sales: 829 (953) lots of 5 tonnes.

ICO Indicator prices for April 10: (U.S. cents per pound): Other Mild Arabicas 126.33 (126.17); Robustas ICA 1976 113.25 (113.50); ICA 1968 113.50 (113.75). Unwashed Arabicas unquoted. Comp. daily ICA 1968 unquoted.

GAS OIL FUTURES

The market opened with the near months down $2.25 on a stronger dollar and fell further during the morning on stop-loss selling after heavy selling in the early afternoon a short-lived rally was overcome by more heavy selling pushing prices back to the lows on the close.

Month	Yesterdys close	+ or —	Business Done
	$ U.S. per tonne		
June	294.00	—5.00	297.00-94.00
July	297.25	—4.50	300.00-97.00
August	303.25	—4.00	308.00-302.50
September	309.00	—4.25	310.50-08.50
October	315.75	—3.50	318.00-14.50
November	321.00	—4.00	322.50-19.75
December	326.00	—5.00	329.00-24.00
January	328.00	—6.25	332.00-27.75
February	332.00	—6.50	332.50-31.00

Turnover: 1,079 (636) lots of 100 tonnes each.

GRAINS

Old crop wheat commenced trading 10p lower, but values improved in thin trading. May barley saw a good demand, but values closed 15p lower on the day. New crops saw little trade with losses 10p-20p on wheat and 5p-15p on barley in thin volume, Acli reports.

	WHEAT		BARLEY	
Mnth	Yesterd'ys close	+ or —	Yesterday close	+ or —
May	119.15	+0.85	99.85	—0.15
July	121.10	+0.80	—	......
Sep	101.70	—0.10	95.65	—0.10
Nov	105.15	—0.20	99.30	—0.05
Jan	109.05	—0.15	102.90	—0.05
Mar	113.05	—0.20	106.55	—0.15

Business done—Wheat: May 119.35-118.20, July 121.20-120.15, Sept. 101.85-101.75, Nov. 105.35-105.15, Jan. no trades, March 113.05-112.90. Sales: 220 lots of 100 tonnes. Barley: May 100.05-99.85, Sept. 95.75-95.65, Nov. 99.30-99.25, Jan. 102.65 one trade, March 106.60-106.50. Sales: 126 lots of 100 tonnes.

HGCA — Locational ex-farm spot prices. Other milling wheat: E. Midlands 118.70. Feed barley: Eastern 99.60, E. Mids. 98.10, N. East 100.0.

The UK Monetary Coefficient for the week beginning Monday, April 20 (based on HGCA calculations using four days' exchange rates) is expected to remain unchanged.

LONDON GRAINS—Wheat: U.S. Hard Winter 13½ per cent May 106.00, June 105.75 transhipment East Coast. English Feed fob April 119.0, May 121.00, June 123.00 East Coast. Maize: French April 125.50 transhipment East Coast. S. African Yellow April/May 85.50. Barley: English Feed fob April 102.50, May 104.50, June 105.00 East Coast. Rest unquoted.

RUBBER

The London physical market opened easier, with little interest throughout the day, closing dull. Lewis and Peat reported an fob price for No. 1 RSS in Kuala Lumpur of 267.0 (267.5) cents a kg and SMR at 243.5 (same).

No 1. R.S.S.	Yest'r'ys close	Previous close	Business Done
May	54.20-55.00	54.70-54.80	55.60-55.50
June	55.10-56.10	55.80-55.30	—
Jly-Sept	58.00-58.20	58.40-58.50	59.00-58.10
Oct-Dec	61.20-61.30	61.40-61.50	62.00-61.20
Jan-Mar	64.10-64.50	64.20-64.30	64.20
Apl-Jne	67.10-67.20	67.10-67.30	67.50
Jly-Sept	69.90-70.10	70.10-70.20	70.40
Oct-Dec	72.70-73.00	72.90-73.10	73.40
Jan-Mar	75.40-76.00	75.30-76.00	—

Sales: 143 at 15 tonnes, 5 (nil) at five tonnes. Physical closing prices (buyer) were: Spot 53.50p (same). May 56.25p (56.50p), June 57.00p (same).

SOYABEAN MEAL

The market opened with losses of £1.50 following bearish USDA stock figures, reports T. G. Roddick. Prices continued under pressure with further rains over the weekend in major growing areas. Long liquidation and trade selling pushed prices down to show losses of around £3-£3.50 at the close.

	Yesterdys Close	+ or —	Business Done
	£ per tonne		
April	131.00-35.0	—4.50	136.00-134.00
June	130.00-30.2	—3.30	132.50-130.00
August	135.40-35.6	—3.35	135.00-132.80
October	135.00-35.2	—3.55	136.80-135.00
December	135.60-37.0	—4.35	—
February	137.00-40.0	—3.55	—
April	138.50-42.0	—3.75	—

Sales: 181 (143) lots of 100 tonnes.

SUGAR

LONDON DAILY PRICE—Raw sugar £208.00 (£207.00) a tonne cif April-May shipments. White sugar daily price £221.00 (£222.00).

First trades were £3 above pre-weekend levels but the gains were shortlived. As sellers continued to press following lower New York quotations prices closed on lows of the day, reports C. Czarnikow.

No. 4 Contract	Yest'rdy's Close	Previous Close	Business Done
	£ per tonne		
May	206.50-06.75	210.00-10.20	212.00-06.25
Aug.	208.85-06.50	209.75-09.95	210.00-06.25
Oct.	205.50-06.75	210.00-10.25	210.00-06.00
Jan.	203.00-04.00	208.50-07.50	208.50-04.00
March	204.00-04.50	206.75-07.50	207.50-04.00
May	204.25-04.50	206.75-07.00	207.50-06.25
Aug	204.25-07.00	206.75-09.00	—

Sales: 6,842 (6,109) lots of 50 tonnes.

Tate and Lyle ex-refinery price for granulated basis white sugar was £242.6 (same) a tonne for home trade and £253.00 (same) for export.

International Sugar Agreement (U.S. cents per pound) fob and stowed Caribbean port. Prices for April 10: Daily price 18.83 (18.70); 15-day average 29.74 (20.98).

WOOL FUTURES

BRADFORD WOOL—Another fall in sterling caused a rise in prices of Wool tops here. Traders noted a spasmodic and generally inadequate flow of new business. Combing activity on old contracts is good but for wool textiles in general trade is far from buoyant.

LONDON NEW ZEALAND CROSSBREDS—Close (in order: buyer, seller, business). New Zealand cents per kg. May 352, 355, 353; Aug. 362, 364, 364-362; Oct. 364, 366, 366-365; Dec. 372, 375, 379-372; Jan. 376, 379, 380-377; March 381, 383, 385-381; May 386, 389, 389; Aug. 391, 396, 394; Oct. 391, 396 392. Sales: 80.

SYDNEY GREASY WOOL—Close (in order: buyer, seller, business). Australian cents per kilo. May 493.5, 494.0, 494.0-492.5; July 494.0, 494.5, 495.0-494.0; Oct. 489.5, 490.0, 490.0-489.5; Dec. 493.5, 494.0, 495.0-493.0; Mar. 500.0, 501.0, 503.0-500.0; May 505.0, 506.0, 505.0-504.0; July 509.0, 510.0, 509.0-508.5; Oct. 508.0, 515.0, nil. Sales: 278.

COTTON

LIVERPOOL—Spot and shipment sales amounted to 213 tonnes. The week started well, with steady dealings and some overflow from the previous period. African qualities attracted attention, together with other styles in American-type varieties.

JUTE

JUTE—April c and f Dundee BWC £244, DWD £197, BTB £299, BTC £240, BTD £197. C and f Antwerp BWC $538, BWD $426, BTB $643, BTC $534, BTD $434. Jute Goods c and f Dundee 40-inches 10 ozs £10.58, 40-inches 7.5 ozs £8.28. B Twills £31.02.

TEA AUCTION

LONDON TEA AUCTION — 48,173 packages were offered in yesterday's auction. Demand was good. Bright Assams were firm, others 2p-3p lower. Sylhets were strong and often dearer. Africans were well supported, while brighter Dusts were dearer and Ceylons fully firm. Quotations: Quality 120p a kg (same); Medium 101p a kg (102p); Plain 64p a kg nominal (67p).

PRICE CHANGES

	Apr. 13 1981	+ or —	Month ago
Metals			
Aluminium	£810/815	......	£810/815
Free Mkt	$1390/1410	—45	$1469/480
Copper			
Cash w'bar	£817.5	—8.25	£823
3 mths	£837.25	—7.5	£844
Cash Cathode	£810	—9.5	£814
3 mths	£825	—8.5	£828
Gold troy oz	$471.5	......	$498.5
Lead Cash	£340.75	—1.75	£320.5
3 mths	£346.75	—1	£327.5
Nickel	£3,579.50	......	£3,358.55
Freemkt	290/305c	......	275/290c
Platin'mtr'y oz	£213.5	......	£213.5
Freemkt	£208.30	—9.9	£221.75
Quicksilver†	$415/420	......	$405/415
Silver troy oz	506.50p	—14.7	558.45p
3 mths	521.40p	—14.3	575.20p
Tin Cash	£6,210	—120	£6,092.5
3 mths	£6,212.5	—95	£6,181
Tungsten 22.04lb	$149.08	......	$145.47
Wolfrm 22.04 lbs	$144½/147½	—2	$151/155
Zinc Cash	£370.5	—2.5	£340.5
3 mths	£380.375	—2.675	£351
Producers	$825/875	......	$825
Oils			
Coconut (Phil)	$550x	—5	$585
Groundnut	‡	......	‡
Linseed Crude	£408	......	£413
Palm Malayan	$575z	......	$600
Seeds			
Copra Philip	$375x	—15	$390
Soyabean (U.S.)	$320.75	—7.25	$310
Grains			
Barley Futures	‡	......	£99.55
Maize			
French	£125.5	+0.5	£123
Wheat			
No 1 Red Spg.	‡	......	‡
No2 HardWint	£106z	+1	£105.25
Eng. Millingt	‡	......	‡
Other commodities			
Cocoa ship't	£1,032	—6	£1,042
Future July	£959.5	—5	£946.5
CoffeeF't July	£1053	—5.5	£1021.5
Cotton A.Index	88.60c	—0.45	91.55c
Rubber (kilo)	53.5p	......	58p
Sugar (Raw)	£208w	+1	£228
Woolt'ps 64s kl.	324p kilo	+2	320p kilo

‡ Unquoted. u May-June. x June. w April-May. v May. † Per 45-lb flask.

POTATOES

LONDON POTATO FUTURES—All positions drifted lower on general selling prompted by favourable weather at the weekend. Some profit-taking at the close firmed values off the lows, reports Coley and Harper. Closing prices: Nov. 56.40, —0.70 (high 57.40, low 56.20); Feb. 63.50, —1.50 (high 64.20, low 63.30); April 70.70, —1.40 (high 71.80, low 70.30). Turnover: 90 (131) lots of 40 tonnes.

MEAT/VEGETABLES

COVENT GARDEN—Prices for the bulk of produce, in sterling per package except where otherwise stated. Imported Produce: Oranges—Jaffa: Shamoutis/V. Lates 50/189 4.85-5.25; Spania: Navels 48/100 4.20-4.80; Cyprus: V. Lates 80/120 3.20-3.50; Moroccan: Lates 64/113 3.70-4.50. Lemons—Spania: Trays 25/54 1.80-2.00; 15-kg boxes 5.00; Cyprus: 10-kg 4.00-4.40; Californian: 95/140 8.50; Italian: 100/120 4.00; S. African: 80/100 5.80; Jaffa: 5.80. Grapefruit—Cyprus: 20-kg 40/64 3.40-3.80; Jaffa: 20-kg 36 4.45, 40 4.50, 48 4.65, 56 4.40, 64 4.05, 75 3.85. Topaz—Jaffa: 22-lb 40/80 4.20-5.20. Apples—S. African: Golden Delicious 7.60-8.50, Starking 6.20-6.50, Stark Crimson 7.20-7.50; Chilean: Granny Smith 6.80-7.20; Canadian: Red Delicious 135/150 7.40-8.50; U.S.: Red Delicious 8.50-9.50; Belgian: 28-lb, per pound Cox's 0.10-0.14; French: Stark Crimson 40-lb 5.40-6.50; 20-lb 72 2.80, 84 2.40, Granny Smith 40-lb 5.80-7.00; 20-lb 72 3.50, 84 3.00, Golden Delicious 40-lb 125/175 4.00-5.00; 20-lb 72 2.40; Italian: 40-lb Romes 60/70 4.60-4.80; Dutch: 28-lb, per pound 0.09-0.14. Pears—Dutch: Conference per pound 0.14; Italian: Passacrassana 0.12-0.14; Argentina: Packhams 28-lb 7.50; S. African: Packnams 6.50-7.50, Beurre Hardy 6.50, Beurre Bosc 6.30; Australian: William Bon Chretien 40-lb 9.00. Grapes—S. African: 9-lb Waltham Cross 4.00, Barlinka 4.20, New Cross 6.30; Chilean: 10-lb Italia 9.00, Thompson 6.80-7.20, Ribier 5.00. Melons—Chilean: 15-lb 6/13 10.00-12.00. Strawberries—Israeli: Per punnet 8oz 0.60; Mexican: 12oz 0.90; Italian: 8oz 0.40; U.S.: 12oz 1.10; Spanish: 8oz 0.45. Pineapples—Ivory Coast: Each 0.40-0.90; S. African: Shelford 5/9 2.80-3.00. Bananas—Colombian: Per pound 0.17-0.19. Avocados—Florida: 20/24 6.50. Tomatoes—Canary: 7.50-8.20; Dutch: 13-lb 8.80-9.10. Onions—Dutch: 3.80-5.20; Chilean: case 50-lb 6.80-7.00. Potatoes—Italian: New crop 2.00; Egyptian: 44-lb Edwards 5.00-5.20; Cyprus: 44-lb bags 5.20. Cucumbers—Dutch: 3.80-4.20. Capsicums—Canary: 6-kg green 4.50, red 11.50. Chicory—Belgian: Per box 2.20-2.40. Celery—Spanish: 18/36 3.50, Carmel 20/24 3.40. Fennel—Italian: 20-lb 7.00. Aubergines—Canary: 6-kg 5.00. Carrots—Texas: 24 x 1-lb pie-pack 4.75; Dutch: new 22-lb 4.50; Cyprus: 22-lb 2.40. Peas—Italian: 17-lb 8.50.

English Produce: Potatoes—Per bag 1.60-2.20. Mushrooms—Per pound 0.50-0.60. Apples—Per pound Bramleys 0.06-0.14, Spartans 0.12-0.15, Cox's Orange Pippins 0.14-0.26. Pears—Per pound Conference 0.10-0.15. Cabbages—Per bag 1.40, White cabbages 2.40. Beetroots—Per bag 1.40-1.80. Lettuce—Per 12, round 1.80-2.20. Tomatoes—Per 12-lb English, per pound D 0.80, E 0.80. Cucumbers—Per 12/18 3.40-4.00. Leeks—Per 10-lb 1.80. Rhubarb—Per pound, outdoor 0.08-0.10. Carrots—Per 28-lb 2.00-2.80. Onions—Per bag 3.80-4.50. Swedes—Per 28-lb Devon 0.80-1.00. Parsnips—Per 28-lb 2.00-2.40. Turnips—Per 28-lb 1.20-1.50. Cauliflowers—Per 28-lb Kent 2.40-2.80, Lincoln 2.00.

MEAT COMMISSION — Average Fatstock prices at representative markets on April 13. GB—Cattle 94.15p per kg lw (+1.74). UK—Sheep 181.68p per kg est dcw (+6.98). GB—Pigs 71.53p per kg lw (−1.49).

SMITHFIELD—Pence per pound. Beef: Scottish killed sides 76.5 to 80.0; Ulster hindquarters 93.0 to 97.0; Eire hindquarters 93.0 to 96.0, forequarters 56.0 to 58.0. Veal: Dutch hinds and ends 116.0 to 124.0. Lamb: English small 70.0 to 80.0, medium 70.0 to 78.0; Imported frozen: New Zealand PL 62.0 to 62.0, PM 60.0 to 60.0, PH 66.0 to 76.0. Pork: English, under 100 lb 46.0 to 51.5, 100-120 lb 45.5 to 50.0, 120-160 lb 40.0 to 49.5.

★

GRIMSBY FISH—Supply good, demand good. Prices at ship's side (unprocessed) per stone: Shelf cod £3.70-£5.00, codlings £1.80-£3.60. Large haddock £4.00-£5.80, medium £3.50-£4.30, small £2.00-£3.20. Best small plaice £2.40-£3.60. Skinned dogfish (medium) £6.00. Lemon soles (large) £9.00, (medium) £8.50. Saithe £2.30-£2.70.

New tea auction centre proposed

INDIA PROPOSES NEW TEA

NEW DELHI—A new tea auction centre is proposed to be set up in India's North-Eastern city of Agartala, capital of Tripura state, the state's chief minister said.

The Press Trust of India (PTI) quoted chief minister Nripen Chakraborty as telling tea planters in Calcutta the state's Tea Development Corporation has opened two new tea gardens and the Indian Tea Board is assisting in the management of two ailing tea gardens. But there are still 49 tea gardens in the state which are ailing, he added.

PTI quoted Mr. Chakraborty as saying "We have been advised against taking-over" the ailing gardens. Reuter.

Calcutta jute pact talks

CALCUTTA—Five of the main jute producing countries met here yesterday for a three-day conference to discuss prospects for an International Jute Agreement.

India, Bangladesh, Thailand, Burma and Nepal are attending the private meeting sponsored by the UN Conference on Trade and Development (UNCTAD).

A proposed pact between producer and consumer countries aims at setting up an International Jute Organisation (IJO) with its headquarters at Dacca.

But 55 jute exporting and importing countries which met in Geneva last January could not agree on the size, function and headquarters of the proposed IJO. Reuter

EUROPEAN MARKETS

ROTTERDAM, April 13.

Wheat—U.S. Two Dark Hard Winter 13.5 per cent April $210.50, May $211, June/July $209. U.S. No. Two Red Winter May $207, June $200, July $192. U.S. No. Two Northern Spring 14 per cent April $211.50, May/June $211, July $212, Aug. $213.

Maize—U.S. No. Three Corn Yellow afloat $164, April $163.50, May $164, June $168, July/Sept. $173.50, Oct./Dec. $176.50, Jan./Mar. $187.50.

Soyabeans—U.S. Two Yellow Gulfports April $315, May $316, June $320, July $324, Aug. $327, Sept. $331, Oct./Nov. $334, Dec. $340, Dec. $340, Jan. $346, Feb. $351.50, Mar. $354.

Soyameal—44 per cent protein U.S. afloat $278, Mar. $285.50, April $274.50, May $275.50, April/Sept. $283, Nov./Mar. $302. Brazil Pellets afloat $291, April $287, May $286, June $291, April/June $289, April/Sept. $295.

PARIS, April 13.

Sugar—(FFr per tonne): May 2475/2480, July 2420/2470, Aug. 2320/2325, Oct. 2283/2289, Nov. 2270/2290, Dec. 210/2230, Mar. 230/260, May 2235/2290. Sales at call: 45.

INDICES

FINANCIAL TIMES

April 10	April 9	Month ago	Year ago
262.54	263.46	258.45	288.38

(Base: July 1, 1952=100).

MOODY'S

April 10	April 9	Month ago	Year ago
1120.5	1123.7	1130.5	1141.7

(December 31, 1931=100)

DOW JONES

Dow Jones	April 10	April 9	Month ago	Year ago
Spot	415.97	414.74	415.63	422.81
Fut'rs	424.31	425.30	427.70	432.31

(Average 1924-25-26=100)

REUTERS

April 13	April 10	M'nth ago	Year ago
1703.8	1698.2	1716.3	1733.6

(Base: September 18, 1931=100)

LONDON STOCK EXCHANGE

Gilts lead market reaction caused partly by broking failure—Glaxo up late on interim dividend increase

Account Dealing Dates

Option

*First Dealings	Declarations	Last Dealings	Account Day
Mar. 30	Apr. 8	Apr. 9	Apr. 21
Apr. 10	Apr. 29	Apr. 30	May 11
May 1	May 14	May 15	May 26

* "New time" dealings may take place from 9 am two business days earlier.

The failure of Hedderwick Stirling Grumbar continued to have a psychological effect on potential buyers yesterday and the *FT Industrial Ordinary* share index, only a couple of points off its all-time peak at one time on Friday, continued that day's late reaction ahead of the announcement that the firm had been hammered. Events in America, where two leading *banks lifted Prime rates to 17½* per cent, were also restraining influence, especially in Gilt-edged.

Equity dealers adopted defensive tactics from the opening by lowering leading shares a penny or two. Little selling developed and the market attempted to steady but, in the absence of fresh demand, prices later again turned easier. Exceptions to the trend among constituents of the FT 30-share *index were few but included* **Bowater** which, on revived speculation about its U.S. interests, rose 13 to 282p. A couple of pence lower at 3.00 pm, **Glaxo** featured the after-hours' trade with a sharp rise to 338p, a net gain of 16, following the unexpected interim dividend increase and half-yearly profits at the top end *of market estimates*. Glaxo's late rise added about a point to the index which closed 4.7 down at 546.6.

Secondary issues also lacked interest but many moved slightly firmer to catch up with Friday's early advance in leading industrials. Speculative activity was still being seen in situation issues but overall the *volume of business was much* reduced from recent levels.

Weekend Press mention brought scattered individual improvements of a few pence.

British Funds began cautiously and gave ground throughout the session to close with falls extending to a point. The rise in U.S. interest rates *was the main deterrent* and a sensitive market eased further late on news of more Prime rate increases to 17¼ per cent. Dealers described selling as light but persistent in thin trading. Late in the day, **Treasury 13 per cent 2000** was registering a loss of 1¼ at 98, while the £15-paid short tap stock, **Treasury 11½ per cent 1985**, *settled* 1/16 *down at its* lowest yet of 14 1/16.

Demand for Traded options fell away sharply, only 768 deals being arranged against last week's daily average of 1,357. **Courtaulds** accounted for almost half the day's trade, recording 354 deals.

A particularly firm market of late on investment buying. ***British Aerospace*** *eased 4 to* 208p.

Banks quieter

Royal Bank of Scotland shed *another 4 to 162p*, reflecting fears that the bids for the group from **Hongkong and Shanghai Bank** and **Standard Chartered** might be referred to the Monopolies Commission. The major clearing banks drifted easier in a reduced business, **Lloyds** closing 10 down at 342p and **Midland** 7 off at 315p. **Barclays**, 415p, and **NatWest**, 365p, shed 5 *apiece*.

Composite Insurances followed the general trend. **Commercial Union** *lost 7 to 166p awaiting* details of the annual meeting, while **Sun Alliance** gave up 16 to 834p and **General Accident** 10 to 358p. Among Life issues, **Pearl** cheapened 8 to 464p ahead of tomorrow's preliminary results, while **Sun Life**, awaiting *today's interim statement*, eased 3 to 284p.

Business in the drinks sector remained at a low ebb. **Bass**, 218p, and **Whitbread**, 157p, gave up 4 and 3 *respectively*. *Distilleries* also displayed small losses, although **Highland** bucked the trend and added a penny to 96p.

Secondary Building issues displayed several firm features. **Travis and Arnold** touched 175p before closing a net 8 up at 170p on revived bid speculation, while **Erith** gained 9 to 80p, the increased dividend outweighing the lower preliminary profits. *An investment recommendation* stimulated interest in **Breedon and Cloud Hill Lime Works**, which improved *5 to 109p, while* demand in front of today's annual results lifted **Streeters of Godalming** 4 to 33p. Among the leaders, **Rugby Portland Cement's** preliminary results failed to generate any interest and the close was a penny *cheaper* at 85p. **Ready Mixed Concrete**, annual results today, eased a couple of pence to 207p, *while Blue Circle shed 4 to 418p.*

Business in **ICI** was at a low ebb and the price remained at 266p.

Burton firm

First-half figures from **Burton** proved to be at the top-end of *market expectations and the* shares, up to 142p in front of the announcement, settled for a net gain of *3* at *136p*; *the* Warrants added a penny to 52p. Other Store leaders closed with modest falls. **Marks and Spencer** eased 3 to 125p, while **Woolworths** shed a couple of pence at 63p. Secondary issues were quietly mixed. **Waring and *Gillow*** *advanced 4 more to 172p*, while **Martin The Newsagent** improved 6 for a two-day gain of *24* at *244p*, both in restricted markets. **Cornell Dresses**, on the other hand, dipped 4 to 92p, as did **Harris Queensway**, to 214p. Among Shoes, **Footwear Industry Investments** firmed 3 to 57p.

Reflecting the surrounding uncertainty, *leading* Electricals fluctuated throughout the session before closing only marginally lower on balance. **GEC**, down to 675p at one stage, recovered to close only 2 cheaper on the day at 683p, while **Plessey** finished a penny *lower at 327p and* **Racal** *3 down* at 374p. Among secondary issues, **Arcolectric** were favoured, the ordinary rising 3 to 19 and the "A" a similar amount to 15p. Weekend Press mention helped **Automated Securities** firm 5 to 345p and **Fidelity Radio** a penny further to 41p, after 42p. On the other hand, **AB Electric** came back 7 to 107p and **STC** shed a similar amount to 523p.

There was a noticeable lull in the Engineering sector after recent relatively good activity. Leading issues trended easier, **Tubes** reacting 8 to 212p and **Vickers** 5 to 174p. Falls of around 4 were marked against **GKN**, 160p, and **John Brown**, 86p, while **Hawker**, awaiting tomorrow's annual results, closed a few pence easier at 332p. Secondary issues recorded scattered losses. **Davy Corporation** *eased 4 to 173p*, after the recent rise on bid hopes. **Westland** reacted 4 to 136p and **Northern Engineering** a similar amount to 88p, the latter ahead of today's preliminary statement. Against the trend, **W. G. Allen** firmed 4 to 58p, while *favourable Press mention stimulated* buying interest in **Davies and Metcalfe "A,"** up 5 at 31p, and **Haden Carrier**, 10 to the good at 298p.

Selling of leading Foods was light and losses were usually restricted to a few pence. Elsewhere, **British Sugar** *shed 7 to* 301p in the absence of a new bid from **S. and W. Berisford**. **Argyll** gave up 8 to 119p on news that summonses had been issued against the company's directors by the Department of Trade.

Glaxo advance

Inclined easier for most of the day, **Glaxo** moved up sharply in the after-hours' dealing to close 16 higher at 338p following the increased interim dividend and good half-yearly figures. **Bowater** also featured in the miscellaneous industrial leaders, advancing afresh to 282p up 13, on further speculative support *prompted by hopes of a bid for* its U.S. timber interests. Lack of support, however, left **Metal Box** *6 cheaper at 196p and* **Reckitt and Colman** a similar amount lower at 238p while **Boots** drifted off to close 3 down at 234p. **Fothergill and Harvey**, up 6 more at 134p, continued to benefit from the proposed acquisition of H. D. Symons. **Beatson Clark** *encountered support and put on 6* to 118p, while other bright spots included **AAH**, 195p, and **Henry Boot**, 182p, up 5 and 7 respectively. **Gestetner** hardened 2 to 92p in response to Press mention. **Foseco**, in contrast, were dull at 203p, down 5, along with **Johnson Matthey**, which gave up 7 to 257p.

Horizon Travel came under *pressure after reports of a fall* in package holiday bookings and the close was 14 down on balance at 260p, after 258p. **Saga Holidays** finished just 3 cheaper at 320p.

Motor Components turned easier. **Lucas** were unsettled by *news of further redundancies* and fell 8 to 202p. **Dowty**, at 269p, lost 6 of Friday's gain of 8, while **Automotive Products**, firm of late on recovery prospects, eased 3 to 60p.

Agencies were dull. **Geers Gross** shed 4 to 126p, while **Saatchi and Saatchi** fell 10 to 260p. Elsewhere, **Watmoughs** gave up 10 to 193p on Press-inspired profit-taking, while **Woodrow Wyatt** became a dull market and declined 3 to 17p.

Most Properties drifted down *on lack of investment enthusiasm*, **Land Securities** closing 6 off at 416p and **MEPC** 5 lower at *237p*. Scattered offerings clipped 4 from **British Land**, 101p, and 3 from **Capital and Counties**, 119p. Elsewhere, **Rosebaugh** gave up 6 more to 298p as rights issue rumours *persisted*, while **Law Land**, 92p, and **Slough Estates**, 144p, shed 3 apiece. Against the trend, **Thames Investment** attracted fresh support and improved 4 to 200p, while the 12 per cent Convertible gained 5 to 165p. **London Shop Property** added a penny to 135p following a Press mention. **Country and New Town** were quoted at 61p ex the rights issue with the *new* nil paid shares at 8p premium.

Oils rally late

Leading Oils turned better late, **BP** *closing only 2 cheaper at* 378p, after 374p and **Shell** ending a similar amount off at 362p, *after 358p. Elsewhere,* **Burmah** traded firmly at 167p, up 5, awaiting tomorrow's preliminary results. **NCC**, 8 off at 120p, were not helped by news that the company had sold its 29.9 per cent stake in Petrocon. **Silkolene** also turned dull at 246p, down 7, but **Gaelic** advanced 30 to 240p in a limited market.

Among Financials, **Mercantile House**, *at 643p, lost 17 of Friday's* jump of 40 which stemmed from renewed bid hopes. West African plantation concern **Kakuzi** lacked support and fell 5 to 35p.

Shippings displayed an irregular appearance. A favourable Press mention lifted **John I. Jacobs** 3 to 41p, after 42p, while further consideration of the near-*doubled preliminary profits left* **Lyle** 2 harder at 375p. In contrast, **Ocean Transport** eased 4 to 139p, while **P and O. Deferred** shed 2 to 152p.

Selected Textiles closed with useful rises. Talk of a broker's bullish circular lifted **Nova** *Jersey 6 for a two-day gain of 11* at 69p. **Small and Tidmas** spurted 15 in a thin market to 85p; the annual results are expected shortly. **Albert Martin**, *full-year results tomorrow*, added 3 to 31p, but profit-taking clipped 6 from **Sirdar**, 168p, and **S. Jerome**, 114p.

Tobaccos trended lower. **Bats** dipped 5 to *286p while* adverse comment left **Rothmans International** 3 cheaper at 77½p.

Golds lose ground

The strong performance by the dollar in the wake of the recent increases in U.S. prime rates *prompted a further fall in the* bullion price and encouraged a general decline in mining markets.

South African Golds were marked down at the outset and drifted for the rest of the day on smaller, but persistent, selling in Johannesburg and London.

The Gold Mines index dropped 7.2 to 328.3, while the bullion *price registered its fifth successive* fall to close $21 off at $471.50 an ounce.

In the heavyweights, *losses* ranged to a point as in **West Driefontein**, £32¾, while falls of around ¾ were common to **East Driefontein**, £11¼, **Western Deep**, £21¼, and **Hartebeest**, £26⅜. Medium and lower-priced issues showed **East Rand Proprietary** *48 down at 740p and* **Kinross** 27 lower at 544p.

Financials mirrored Golds. *London-based stocks fell* heavily at the outset but staged a minor rally later in the day. **Rio Tinto-Zinc** dropped *13* to 465p, after 463p, ahead of the 1980 results, due today, while **Gold Fields** fell *a similar amount* to 463p. **Charter Consolidated** gave up 8 to 222p.

The weakness of Golds *prompted* sympathetic losses in South African Financials and Platinums. In the latter section, **Impala** dipped 10 to 378p and **Rustenburg** 3 to 212p.

A decline in overnight domestic markets coupled with the further fall in the bullion price unsettled Australians. The **Rundle** twins gave ground on news of an official Australian inquiry into trading in **Central Pacific** and **Southern Pacific** shares ahead of the recent news of a near-trebling of development costs and geological problems at the Rundle oil-shale deposit in Queensland; **Central** dropped 10 to 130p and **Southern** 7 to 53p. **Greenbushes Tin** jumped 75 to 875p following a *broker's recommendation* and favourable Press comment.

FINANCIAL TIMES STOCK INDICES

	Apr. 13	Apr. 10	Apr. 9	Apr. 8	Apr. 7	Apr. 6	A year ago
Government Secs.	69.10	69.68	69.37	69.47	69.39	69.97	66.96
Fixed Interest	71.08	71.17	71.30	71.36	71.47	71.66	66.76
Industrial Ord.	546.6	551.3	549.6	539.4	525.8	533.5	438.2
Gold Mines	328.3	335.5	347.7	339.5	356.1	383.2	306.8
Ord. Div. Yield	5.99	5.95	5.98	6.09	6.23	6.15	8.01
Earnings, Yld. %(full)	11.61	11.56	11.81	12.03	12.31	12.16	19.70
P/E Ratio (net) (*)	10.79	10.85	10.67	10.57	10.14	10.21	6.21
Total Bargains	27,147	26,600	27,747	28,191	25,380	31,674	19,678
Equity turnover £m.	—	179.21	217.64	164.2	148.4	172.33	83.86
Equity bargains total	—	20,933	23,365	20,749	22,105	27,515	11,398

10 am 547.3. 11 am 548.3. Noon 546.3. 1 pm 545.4. 2 pm 545.4. 3 pm 545.0.

Latest Index 01-246 8026.

*Nil=9.96.

Basis 100 Govt. Secs. 15/10/26. Fixed Int. 1928. Industrial Ord. 1/7/35. Gold Mines 12/9/55. SE Activity 1974.

HIGHS AND LOWS

	1981 High	1981 Low	Since Compilat'n High	Since Compilat'n Low
Govt. Secs.	70.61 (30/6)	68.05 (16/1)	127.4 (9/1/35)	49.18 (3/1/75)
Fixed Int.	72.01 (29/5)	69.98 (16/1)	150.4 (28/11/47)	50.53 (3/1/75)
Ind. Ord.	551.3 (10/4)	446.0 (14/1)	558.6 (4/5/79)	49.4 (26/6/40)
Gold Mines	421.1 (16/1)	281.4 (29/1)	558.9 (22/9/80)	43.5 (26/10/71)

S.E. ACTIVITY

	Apr. 10	Apr. 9
—Daily		
Gilt Edged Bargains	180.1	176.4
Equities Bargains	135.6	161.4
Equities Value	562.2	439.9
5-day Avrge.		
Gilt Edged Bargains	194.1	197.3
Equities Bargains	148.6	165.9
Equities Value	556.5	367.5

NEW HIGHS AND LOWS FOR 1981

The following shares quoted in the Share Information Service yesterday attained new Highs and Lows for 1981.

NEW HIGHS (156)

FOREIGN BONDS (1)
AMERICANS (22)
CANADIANS (5)
BANKS (5)
BEERS (1)
BUILDINGS (14)
CHEMICALS (1)
DRAPERY & STORES (10)
ELECTRICALS (5)
ENGINEERING (18)
FOODS (5)
HOTELS (1)
INDUSTRIALS (23)
INSURANCE (1)
LEISURE (2)
MOTORS (3)
NEWSPAPERS (2)
PAPER (3)
PROPERTY (2)
SHIPPING (2)
SHOES (1)
TEXTILES (7)
TRUSTS (15)
OIL & GAS (3)
OVERSEAS TRADERS (1)
TEAS (1)

NEW LOWS (22)

BRITISH FUNDS (8)
Treas. 11½pc 1985 (£15 paid) — Exchqr. 11pc 1991
Fndg. 6½pc '85-87 — Exchqr. 13¼pc '94
Exchqr. 12½pc 1990 (£40 paid) — Treas. 12¾pc 1995
Exchqr. 12pc 1998
Treas. 10½pc 1999

AMERICANS (1)
Shell Oil

ENGINEERING (2)
Ratcliffe Inds — Stone-Platt

INDUSTRIALS (1)
Reed Executive

MOTORS (1)
Dorada

PAPERS (1)
Wyatt (Woodrow)

TRUSTS (3)
Keep Investments — Kakuzi
Hampton Trust

OILS (4)
Branon — LASMO 'Ops'
Edinburgh Secs. — Royal Dutch

MINES (1)
Falcon

RISES AND FALLS YESTERDAY

	Rises	Falls	Same
British Funds	—	92	6
Corpns. Dom. & Foreign Bonds	2	5	60
Industrials	223	396	749
Financial & Props.	46	224	224
Oils	16	33	28
Plantations	2	6	15
Mines	9	78	79
Others	68	27	59
Totals	366	861	1,220

ACTIVE STOCKS

Above average activity was noted in the following stocks yesterday

Stock	Closing price pence	Day's change	Stock	Closing price pence	Day's change
Bowater	282	+13	Horizon Travel	260	−14
Brit. Aerospace	208	− 4	Lucas	202	− 8
Burton	136	+ 3	Plessey	327	− 1
Erith	80	+ 9	RTZ	465	−13
GEC	683	− 2	Thorn EMI	370	− 4
Glaxo	338	+16	Travis & Arnold	170	+ 8

FRIDAY ACTIVE STOCKS

Based on bargains recorded in SE Official List

Stock	No. of price changes	Fri's closing price pence	Day's change	Stock	No. of price changes	Fri's closing price pence	Day's change
GEC	13	685	+ 5	BP	11	380	+ 2
GKN	13	164	+ 6	ICI	11	266	+ 2
IMI	13	72	+ 6½	Burmah	10	162	+ 5
Minster Assets	12	92	+ 3	LASMO	10	555	+ 5
Ultramar	12	478xd	− 2	Shell	10	364	− 2
Vickers	12	179	+ 5	Thorn EMI	10	374	+ 2
Bowater	11	289	+ 9	Tube Invs.	10	218	+ 2

OPTIONS

First Dealings	Last Dealings	Last Declaration	For Settlement
Apr. 6	Apr. 17	July 9	July 20
Apr. 21	May 1	July 23	Aug. 3
May 11	May 22	Aug. 6	Aug. 17

For rate indications see end of Share Information Service

Stocks favoured for the call included KCA, GKN, United Biscuits, Premier Oil, Aran Energy, Charterhall, Rothmans, BSR, Charterhouse Petroleum, Tricentrol, French Kier, Britannia Arrow, J. Hepworth, Alpine Holdings, A. F. Bulgin A, Burmah, Westland Aircraft, BSG, and GEC. Puts were taken out in J. Sainsbury, MFI, Tubes, Lucas, Intervision, GKN, and Alpine Holdings, while doubles were arranged in FNFC and GKN.

FT-ACTUARIES SHARE INDICES

These Indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

	EQUITY GROUPS & SUB-SECTIONS (Figures in parentheses show number of stocks per section)	Mon., April 13, 1981 Index No.	Day's Change %	Est. Earnings Yield % (Max.)	Gross Div. Yield % (ACT at 30%)	Est. P/E Ratio (Net)	Fri. April 10 Index No.	Thurs. April 9 Index No.	Wed. April 8 Index No.	Tues. April 7 Index No.	Year ago (approx.) Index No.
1	CAPITAL GOODS (214)	348.65	−0.9	11.03	4.57	11.19	351.74	347.43	342.07	338.47	235.94
2	Building Materials (25)	308.53	−0.6	14.60	5.63	8.23	310.34	307.70	305.10	303.28	231.04
3	Contracting, Construction (28)	576.62	−0.5	16.38	4.69	7.25	579.36	572.73	563.69	562.20	349.30
4	Electricals (27)	1093.27	−0.5	7.98	2.43	15.54	1098.70	1096.73	1085.53	1068.41	623.24
5	Engineering Contractors (11)	474.48	−1.7	11.96	5.45	10.54	482.78	468.75	455.05	454.48	277.24
6	Mechanical Engineering (71)	213.87	−1.1	12.63	5.73	10.05	216.34	212.57	208.67	206.78	158.17
8	Metals and Metal Forming (13)	168.81	−2.4	9.72	7.70	13.62	172.95	165.52	160.38	158.66	160.05
9	Motors (21)	100.90	−1.8	10.33	8.26	12.70	102.79	101.46	98.38	98.13	103.13
10	Other Industrial Materials (18)	371.07	−1.1	11.19	5.53	10.68	375.21	366.24	358.45	354.69	0.00
21	CONSUMER GROUP (196)	272.61	−0.8	13.63	5.75	8.90	274.90	273.81	269.13	265.69	214.49
22	Brewers and Distillers (20)	293.34	−1.1	15.79	6.24	7.51	296.46	295.46	290.90	286.30	264.01
25	Food Manufacturing (21)	251.96	−0.9	15.85	6.26	7.49	254.31	255.89	250.93	247.41	186.81
26	Food Retailing (14)	538.09	−0.9	8.39	3.00	14.08	542.92	541.13	525.16	522.17	295.84
27	Health and Household Products (7)	295.38	+0.5	9.13	4.85	13.01	293.81	293.20	291.32	284.64	191.74
29	Leisure (22)	420.74	−0.6	12.11	5.33	9.99	423.32	420.26	408.01	404.79	295.08
32	Newspapers, Publishing (12)	488.59	−1.1	17.96	6.06	7.27	494.22	482.95	481.89	483.16	412.28
33	Packaging and Paper (14)	153.00	+1.1	18.30	7.54	6.43	151.38	147.21	142.47	140.42	129.65
34	Stores (44)	267.91	−1.4	11.09	4.70	11.81	271.60	270.80	267.40	263.18	215.55
35	Textiles (22)	158.19	−0.7	13.92	8.21	9.70	159.26	156.11	153.36	151.77	121.00
36	Tobaccos (3)	229.17	−1.3	24.80	10.16	4.60	232.22	231.31	228.75	229.73	201.58
39	Other Consumer (17)	283.54	—	9.00	6.77	13.85	283.57	274.90	270.87	272.22	0.00
41	OTHER GROUPS (78)	230.31	−0.6	13.52	6.56	9.12	231.64	229.62	227.46	224.28	198.35
42	Chemicals (15)	276.63	−0.1	11.65	7.51	10.90	276.86	275.48	274.00	265.32	297.55
44	Office Equipment (6)	120.63	−0.7	15.43	6.89	7.69	121.54	117.44	117.14	116.67	109.86
45	Shipping and Transport (13)	622.37	−0.9	13.65	5.96	8.75	628.24	627.62	617.58	618.34	457.36
46	Miscellaneous (44)	295.89	−0.9	15.03	5.66	8.18	298.66	295.91	292.07	291.16	236.11
49	INDUSTRIAL GROUP (488)	292.70	−0.8	12.62	5.40	9.69	295.12	292.83	288.30	284.82	222.82
51	Oils (12)	787.26	−0.6	22.93	7.15	4.88	791.68	790.66	785.51	755.27	720.39
59	500 SHARE INDEX	332.27	−0.8	14.47	5.71	8.23	334.85	332.65	328.03	322.50	262.24
61	FINANCIAL GROUP (118)	257.85	−1.6	—	5.43	—	262.15	262.17	258.98	257.33	195.42
62	Banks (6)	249.84	−1.8	32.72	7.22	3.68	254.30	254.45	248.06	242.18	212.04
63	Discount Houses (10)	302.20	−0.4	—	6.13	—	303.31	297.64	299.56	298.98	220.14
64	Hire Purchase (4)	271.15	+0.8	8.30	4.58	16.67	269.04	270.84	273.12	273.44	200.05
65	Insurance (Life) (10)	266.07	−1.6	—	5.37	—	270.48	273.19	272.20	270.53	174.36
66	Insurance (Composite) (9)	167.77	−2.8	—	7.32	—	172.56	172.74	169.05	168.80	124.72
67	Insurance Brokers (8)	359.03	−2.2	12.69	6.40	10.69	367.22	358.57	357.15	359.69	301.55
68	Merchant Banks (13)	156.85	−0.7	—	5.00	—	158.00	157.31	155.58	154.31	99.93
69	Property (48)	501.77	−1.2	3.02	2.52	45.72	508.00	506.54	504.68	504.16	379.14
70	Miscellaneous (10)	173.48	−0.4	18.10	5.97	6.72	174.25	176.47	175.36	175.93	128.63
71	Investment Trusts (109)	304.43	−1.0	—	5.06	—	307.41	303.71	300.30	299.71	208.81
81	Mining Finance (3)	233.52	−2.8	14.49	5.75	8.19	240.24	244.84	238.06	236.40	188.36
91	Overseas Traders (20)	467.88	−0.4	11.57	6.32	10.59	469.70	468.91	461.03	450.23	394.55
99	ALL-SHARE INDEX (750)	316.60	−1.0	—	5.64	—	319.75	318.17	313.77	309.41	246.38

FIXED INTEREST PRICE INDICES

	British Government	Mon. April 13	Day's change %	Fri. April 10	xd adj. today	xd adj. 1981 to date
1	5 years	109.31	−0.20	109.53	—	2.48
2	5-15 years	111.00	−0.77	111.86	—	3.46
3	Over 15 years	114.87	−0.84	116.69	0.63	3.83
4	Irredeemables	128.10	−0.99	129.37	—	1.78
5	All stocks	111.46	−0.62	112.44	0.29	3.21
6	Debentures & Loans	87.56	+0.05	87.51	—	3.66
7	Preference	68.00	+0.11	67.93	—	2.88

FIXED INTEREST YIELDS

British Govt. Av. Gross Red.

			Mon. April 13	Fri. April 10	Year ago (approx.)
1	Low Coupons	5 years	11.63	11.51	12.59
2		15 years	12.20	12.09	12.36
3		25 years	12.29	12.17	12.36
4	Medium Coupons	5 years	13.20	13.05	14.30
5		15 years	13.73	13.59	13.89
6		25 years	13.43	13.30	13.79
7	High Coupons	5 years	13.21	13.10	14.48
8		15 years	13.93	13.77	14.25
9		25 years	13.65	13.43	14.11
10	Irredeemables†		11.71	11.58	11.80
11	Debs & Loans	5 years	14.47	14.48	15.40
12		15 years	14.47	14.48	15.14
13		25 years	14.47	14.48	14.87
14	Preference†		14.42	14.42	15.93

† Flat yield. Highs and lows record base dates and values and constituent changes are published in Saturday issues. A list of the constituents is available from the Publishers, The Financial Times, Bracken House, Cannon Street, London, EC4P 4BY, price 15p, by post 26½p.

RECENT ISSUES

EQUITIES

FIXED INTEREST STOCKS

"RIGHTS" OFFERS

UNIT TRUST SERVICE

OFFSHORE & OVERSEAS—contd.

Craigmount Fixed Int. Mngrs. (Jersey)
P.O. Box 195, St. Helier, Jersey.
Gilt Fund (Jsy.) 96.2 96.3
Valued weekly Wednesday.

DWS Deutsche Ges. F. Wertpapiersp
Gruneburgweg 113, 6000 Frankfurt
Investa DM32.20 33.90

Delta Group
P.O. Box 3012, Nassau, Bahamas
Delt. Inv. April 17 $4.63 4.86

Deutscher Investment-Trust
Postfach 2685 Biebergasse 6-10 6000 Frankfurt
Concentra DM16.99 17.31
Int. Rentenfonds DM59.76 61.25

Dreyfus Intercontinental Inv. Fd.
P.O. Box N3712, Nassau, Bahamas.
NAV April 17 US$32.07 34.12

Emson & Dudley Tst. Mgt. Jrsy. Ltd.

Hill Samuel Invest. Mgmt. Intnl.
P.O. Box 63, Jersey. 0534 27381

Rothschild Asset Management (C.I.)
P.O. Box 58, St. Julians Ct., Guernsey. 0481 26331

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FT UNIT TRUST INFORMATION SERVICE

AUTHORISED UNIT TRUSTS

Abbey Unit Tst. Mngrs. (a)
72-80, Gatehouse Rd., Aylesbury 0296 5941
Abbey Am. Gth. Tst. 60.5 65.1 +0.5 2.23
Abbey Capital 51.0 55.1xd -0.5 4.08
Abbey General 58.4 63.1 -0.9 4.87
Abbey Gilt & F.I. Tst. 106.0 111.6xd -1.2 11.73
Abbey Income 38.5 41.6xd 8.44
Abbey W'w.Bd.Tst. 95.5 101.1 +0.6 6.63
Abbey Inv. Tst. Fd. 52.8 57.1 +0.1 4.20
Equitas Prog. Tst. 84.4 91.2 -1.1 4.48

Allen Harvey & Ross Unit Tst. Mngrs.
45, Cornhill, London EC3V 3PB. 01-623 6314.
AHR Gilt Trust 86.5 91.0 -0.9 12.65

Allied Hambro Ltd. (a) (g)
Hambro Hse., Hutton, Brentwood, Essex. 01-588 2851 or Brentwood (0277) 211459
Balanced Funds
Allied 1st 94.6 101.2 -1.0 5.53
Brit. Inds. Fund 82.6 88.4 -0.7 5.77
Growth & Income 54.3 58.1 -0.5 4.65
Elect. & Ind. Dev. 47.0 50.3xd -0.6 4.97
Allied Capital 101.5 108.6xd -1.2 4.05
Hambro Fund 139.9 149.7 -1.6 5.55
Hambro Acc. Fund 190.8 204.1 -2.7 4.46
Income Funds
High Yield Fd. 70.4 75.3 -0.1 7.97
High Income 84.9 90.8xd -0.8 7.12
Equity Income Fd. 49.0 52.4 -0.4 6.98
Govt. Secs. 26.1 26.8 -0.3 11.57
International Funds
International 36.9 39.5 +0.1 2.03
Japan Fund 26.0 27.8 ..... 0.23
Pacific Fund 71.9 76.9 +0.4 1.07
Secs. Of America 81.0 86.7 +1.1 1.85
Specialist Funds
Smaller Co.'s Fd. 60.1 64.3 +0.2 4.04
2nd Smlr. Co's Fd. 73.7 78.9xd 3.80
Recovery Sits. 146.1 156.3xd -0.2 4.86
Met. Min. & C'dty. 69.7 74.6 -0.6 4.92
Overseas Earnings 72.5 77.6 -1.0 4.67
Exempt Funds
Income Exempt 54.8 57.5 -0.1 7.39
Far East Exempt 75.8 78.8 +0.6 0.95
Smaller Co. Exempt 96.0 100.8xd +0.1 3.97
U.S.A. Exempt 134.8 140.2xd +1.7 2.21

Anderson Unit Trust Managers Ltd.
158, Fenchurch St., EC3M 6AA. 623 9231
Anderson U.T. 71.9 77.1xd +0.5 3.74

Ansbacher Unit Mgmt. Co. Ltd.
1, Noble St., EC2V 7JA. 01-726 4931
Inc. Monthly Fund 154.0 164.0 ..... 12.00
Leics.&Gen.Fd. 51.0 54.0 ..... —

Anthony Wieler Unit Tst. Mgmt. Ltd.
19, Widegate St., London, E1 7HP. 01-247 8827
Wieler Gwth Fd. Inc. 40.8 43.0 ..... 3.35
Do. Accum. 52.0 54.7 ..... 3.35

Arbuthnot Securities Ltd. (a)(c)
37, Queen St., London, EC4R 1BY. 01-236 5281
Capital† 36.5 37.9 +0.7 —
Commodity*** 96.3 103.0 ..... 2.53
(Accumulation) 150.7 161.2 ..... 2.53
(10% Withdrawal) 72.7 77.7 ..... 2.53
Eastern & Internatl.† 45.7 49.2 +0.4 1.00
(6% Withdrawal) 31.3 33.7 +0.3 1.00
Extra Income 98.7 106.2 -1.3 9.31
(Accumulation) 117.9 126.8 -1.6 9.31
Finance & Property* 29.0 30.2 ..... 3.60
Foreign†† 139.9 145.8 ..... 1.00
Giants 49.7 53.1 -0.7 4.38
(Accumulation) 65.0 69.5 -0.6 4.38
Gilt & Fixed 42.8 44.9 -0.3 12.10
(Accumulation) 46.4 46.6 -0.3 12.10
Growth 44.2 47.3 -0.2 4.20
(Accumulation) 58.2 62.2 -0.1 4.20
High Income 38.3 40.9 -0.6 8.87
(Accumulation) 65.1 69.6 -0.6 8.87
(8½% Withdrawal) 50.8 54.3 -0.5 8.87
High Yield 45.1 48.6xd -0.1 10.12
(Accumulation) 81.3 87.5xd -0.2 10.12
North American†† 37.7 40.3 ..... 1.00
Preference 21.6 23.3xd 13.79
(Accumulation) 43.8 47.2xd 13.79
Smaller Companies 40.9 42.4 +0.8 3.93
Dealings: †Tues. *Wed. ††Thurs. ***Friday.

Archway Unit Tst. Mgs. Ltd.♥ (a)(c)
317, High Holborn, WC1V 7NL. 01-831 6233
Archway Fund 124.3 133.7 ..... 4.82
Prices April 9. Next sub. day April 16.

Barclays Unicorn Ltd.♥ (a)(c)(g)
Unicorn Ho. 252, Romford Rd., E7. 01-534 5544
Unicorn America 39.7 42.6 +0.6 0.85
Do. Aust. Acc. 158.0 169.8 -0.4 0.64
Do. Aust. Inc. 120.8 129.8 -0.3 0.64
Do. Capital 91.1 97.9 -1.3 4.72
Do. Exempt Tst. 138.5 148.9 -1.8 6.21
Do. Extra Income 30.1 32.5xd -0.2 8.57
Do. Financial 113.1 121.6 -1.3 3.20
Do. 500 103.5 111.8xd -0.2 4.96
Do. General 43.8 47.0xd -0.4 5.37
Do. Gilt & Fxd. Int. Inc 47.9 49.6xd -0.2 12.51
Do. Growth Acc. 71.0 76.3 -0.7 3.77
Do. Income Trust 107.3 116.0 -0.9 6.15
Do. Prf. A'ns. Tst. 273.7 291.1 -2.6 3.47
Do. Recovery 62.5 67.2 ..... 4.57
Do. Trustee Fund 161.3 173.4 -0.5 5.15
Do. W'dwide Tst. 60.2 64.7 -0.2 2.28
B'tst.In.Fd.Acc. 112.5 117.1 -1.2 4.73
Do. Income 88.4 92.0 -0.9 4.73

Baring Brothers & Co., Ltd.♥ (a)(x)
88, Leadenhall St., EC3. 01-588 2830
Stratton Trust 262.8 274.0 ..... 3.95
Do. Accum. 356.0 371.0 ..... 3.95
Next sub. day April 22.

Bishopsgate Progressive Mgmt. Co.♥
17th Floor, Stock Exchange, London EC2N 1HB. 01-588 6280
B'gate Pr. **Apr. 7 312.3 333.6 ..... 3.10
Acc. Units **Apr. 7 394.5 421.4 ..... 3.10
B'gate Int. Mar. 31 287.6 306.0 ..... 1.55
(Accum.) Mar. 31 332.7 354.0 ..... 1.55
Next sub. day April 14. **April 28.

Bridge Fund Managers (a)(c)
Regis Hse., King William St., EC4. 01-623 4951
Amer. Gen. 39.4 42.0 ..... 1.37
Income* 63.0 68.5 ..... 7.68
Capital Inc.† 62.5 68.3xd 2.76
Do. Acc.† 74.1 80.6 ..... 2.76
Exempt† 168.0 179.0 ..... 6.14
Internatl. Inc.† 24.1 25.7xd 3.02
Do. Acc.† 29.5 31.4 ..... 3.02
Dealing *Tues. ‡Wed. ☆Thurs. Prices April 7/8/9.

Britannia Gp. of Unit Trusts Ltd.(a)(c)(g)
604, Salisbury Hse., 4th Flr., Finsbury Circus, London EC2N 5QL. 01-638 0478/0479
Britannia
Assets 105.3 113.3 ..... 4.29
Capital Acc. 79.9 85.9 -1.2 4.16
Comm & Ind 63.9 68.7 -0.4 4.17
Commodity 172.4 185.3 +0.5 2.18
Domestic 51.1 54.9 -0.4 3.93
Exempt 153.01 161.1 -0.6 7.26
Extra Income 37.4 40.2 -0.3 9.93
Far East 39.0 41.9xd +0.2 1.25
Financial Secs. 103.7 111.5 -1.1 3.85
Gilt 25.1 24.3 -0.1 12.35
Gold & General 178.3 191.7 -1.3 9.07
Growth 111.8 120.2 -1.0 4.08
Inc. & Growth 86.9 93.4 -0.7 7.51
Int'l Growth 88.7 95.4 +0.4 1.02
Minerals 82.1 88.3 -0.2 6.27
Nat. High Income 81.7 87.9 -1.0 9.46
North American 45.9 49.3 +0.8 0.31
Professional 896.8 924.5 +1.0 4.06
Property Shares 27.2 29.2xd -0.1 2.11
Shield 64.5 69.4xd -0.4 4.15
Special Situations 47.3 50.8 -0.2 2.94
Status Change 48.6 52.2xd +0.5 3.63
Invest. Tst. Shares 66.3 71.3 -0.4 3.34
Univ Energy 83.3 89.6 ..... 0.90
Schlesinger
Am. Exempt 33.3 35.1xd +0.8 1.38
Am. Growth 48.2 49.7xd +0.9 0.78
Am. Smaller Cos 68.0 73.1 +1.5 0.06
Exempt High Yield 28.6 30.1 ..... 9.11
Exempt Mkt. Ldrs. 36.4 38.3 -0.5 4.28
Extra Inc. Tst. 25.6 27.7 -0.1 9.64
Income Dist. 44.7 48.3 -0.2 10.59
Inc. 10% Wdrwl. 32.4 35.0 -0.1 —
Inv. Tst. Units 34.7 37.3 -0.1 4.56
Intl. Growth 85.1 92.0 +0.6 0.87
Market Leaders 38.8 41.9 -0.5 4.45
"Nil Yield" 40.8 44.1 +0.2 —
Pref. & Gilt Trust 18.9 20.5xd -0.1 14.04
Property Shares 51.9 56.1 -0.4 0.93
Special Sit. Tst. 53.0 57.3xd -0.4 2.42

The British Life Office Ltd♥ (a)
Reliance Hse., Tunbridge Wells, Kt. 0892 22271
BL British Life 68.0 71.9xd +0.7 5.54
BL Balanced* 59.2 63.3xd 6.09
BL Dividend* 37.1 39.7xd 9.81
Prices April 8. Next dealing April 15.

Brown Shipley & Co. Ltd.♥(a)(g)
Harlands Hse, Haywards H'th, Sx. 0444-58144
B.S. Units April 7 299.1 317.0 +1.1 4.75
B.S. (Accum.) April 7 420.5 445.7 +1.5 —
Financial 57.7 62.3xd -0.3 3.88
Growth Accum. 85.5 90.2 -0.8 —
Growth Income 59.2 63.9xd -0.7 3.61
High Income 25.6 27.6xd -0.3 11.30
Income 28.0 30.2xd 8.09
Index 31.6 34.1 -0.6 4.78
North American 30.4 32.7 +0.4 2.26
Performance 69.4 75.0 -0.5 4.97
Recovery 19.3 20.8 ..... 8.65
Exempt 87.3 90.9 -1.1 4.81

Buckmaster Management Co. Ltd.
The Stock Exchange, EC2P 2JT. 01-588 2868
Buck'ham Fd. April 9 103.1 109.0 ..... 5.24
(Accum. Uts.) April 9 141.2 149.3 ..... 5.24
Cumb'd. Fd. April 8 53.6 57.0 ..... 8.94
(Accum. Uts.) April 8 67.8 72.0 ..... 8.94
Marlboro. Fd. April 7 71.3 74.6 ..... 2.24
(Accum. Uts.) April 7 87.6 91.6 ..... 2.24

Canada Life Unit Trst. Mngrs. Ltd.♥
2-6 High St., Potters Bar, Herts. P. Bar 51122
Can. Gen Dist. 49.5 52.1 -0.5 4.58
Do. Gen. Accum 67.2 70.7 -0.8 4.58
Do. Income Dist. 36.2 38.1 -0.3 8.52
Do. Inc. Accum. 55.1 58.0 -0.5 8.52

Capel (James) Mngt. Ltd.
100, Old Broad St., EC2N 1BQ. 01-588 6010
Capital 116.4 123.9xd 2.57
Income 82.2 87.5xd 7.98
North American 112.2 119.4xd 2.21
Prices on Apr 1. Next dealing Apr. 15.

Carr, Sebag Unit Trust Managers(a)
57/63, Princess St., Manchester 061-236 5685
Carr, Sebag Cap. Fd. 48.8 51.1xd -0.5 1.93
Carr, Sebag Inc. Fd. 31.3 33.3xd -0.3 8.84

Charinco Charities N/R Fund‡‡
15, Moorgate, London, EC2 01-638 4121
Income Mar. 31 122.25 ..... 11.62
D. Accum. Mar. 31 213.47 ..... 11.62

Charities Official Invest. Fund‡‡
77 London Wall, EC2N 1DB. 01-588 1815
Income Mar. 17 153.54 ..... 7.82
Accum. Mar. 17 379.60 ..... —

Chieftain Trust Managers Ltd♥ (a)(g)
11, New St., EC2M 4TP. 01-283 2632.
American (z) 29.1 31.6 +0.3 1.78
Far Eastern Tst. (z) 39.5 42.9 +0.4 1.68
High Income 39.2 42.6 -0.3 10.76
Intnl. Trust (z) 49.8 54.1 +0.8 1.58
Basic Resources Tst. 59.4 64.6xd -0.5 1.87
Incm. Growth Tst. 27.4 29.8 -0.4 7.57
Pref. & Gilt Tst. 21.7 23.5 +0.1 13.86
Smaller Co's Trust 31.1 33.8 ..... 3.27

Choularton Fund Managers(g)
57-63, Princess St., Manchester. 061-236 5685
Growth 17.3 18.7xd 3.63
International 70.8 76.5 ..... 1.09
High Income 31.3 33.8 -0.2 11.60

Confederation Funds Mgt. Ltd. (a)
50, Chancery Lane, WC2A 1HE. 01-242 0282
Growth Fund 73.4 77.2 ..... 3.94
For Cosmopolitan see Choularton Fund Managers.

Craigmount Unit Tst. Mgrs. Ltd.
Bucklersbury, London EC4N 8BD. 01-248 4984
High Income 38.7 42.3xd -0.1 10.75
North American 69.5 74.1xd +1.5 2.30
Canadian Exempt* 73.7 77.7 ..... 2.97
Canadian Trust 71.6 77.4 +0.6 2.28
Mid Mount High Inc.* 49.2 52.0 ..... 9.25
Recovery 61.8 67.5xd -0.5 6.37
Gilt Trust 43.7 45.7 -0.3 12.64
*Weekly dealing day Wednesday.

Crescent Unit Tst. Mngrs. Ltd. (a)(g)
4 Melville Cres., Edinburgh 3 031-226 4931
Cres. Amer. Fd. 43.6 47.0 +0.5 0.53
Cres. Internat'l. 86.4 93.3 +0.5 1.67
Cres. High. Dist. 47.3 51.0 -0.6 9.31
Cres. Reserves 52.7 56.9 -0.7 5.16
Cres. Tokyo 35.2 38.0 +0.1 0.92

Dartington Unit Trust Mngt. Ltd.
Bridge Chambers, Barnstaple, Devon 0271 76324
Total Perf. Unit Tst. 23.5 25.0xd 9.05

Discretionary Unit Fund Managers
36/38 New Broad St, EC2M 1NU. 01-638 4485
Disc. Inc. April 9 252.6 269.4 ..... 4.83

E. F. Winchester Fund Mngt. Ltd.
44, Bloomsbury Square, WC1A 2RA 01-623 8893
Great Winchester 19.8 21.9 +1.5 6.45
Gt. Winchester O'seas 29.3 32.6 +2.0 3.26
For Emson and Dudley see Robert Fraser Tst. Mgmt.

Equity & Law Un. Tr. M.♥ (a)(b)(c)
Amersham Rd., High Wycombe. 0494 33377
Equity & Law 93.4 98.3xd -0.1 4.42

Fidelity International Management Ltd.
62-63 Queen St, London EC4 1AD 01-248 4891
American (z) 39.5 42.5 +1.2 0.60
Ameri. Spec. Sits. (z) 28.7 30.9 +0.7 0.54
Gilt + Fixed Int. 25.5 26.8 ..... 11.77
Growth + Income 34.7 37.4 +0.3 6.39
Maximum Inc. Eq. Tst. 29.4 31.7 +0.1 8.53
Special Sits. 42.5 45.8 +0.6 1.67

James Finlay Unit Trust Mngt. Ltd.
10-14, West Nile Street, Glasgow. 041-204 1321
J. Finlay Internat'l 40.4 43.4xd 1.64
Accum. Units 50.1 53.8xd 1.64
J. Finlay High Income 37.4 40.2xd 9.59
Finlay Wld. Energy 18.7 20.1xd +0.2 1.71
Accum Units 24.2 26.0xd +0.1 1.71
J. Finlay Fd In.Tst. 39.8 42.8xd 5.09
Accum Units 50.3 54.1xd 5.09
Prices on April 8. Next dealing April 15.

Framlington Unit Mgt. Ltd. (a)
64, London Wall, EC2M 5NQ. 01-628 5181
Amer. & Gen. 85.8 91.6 +1.8 0.73
Am. T'around 81.4 87.0 +2.0 1.39
Capital Tst. 65.0 69.4xd +0.4 4.78
(Accum. Units) 68.6 73.2 +0.2 4.78
Convertible & Gilt 49.4 52.0 ..... 9.71
(Accum. Units) 49.4 52.0 ..... 9.71
Extra Income Trust 56.8 59.6 -0.4 8.85
Income Tst. 44.8 47.8 +0.2 7.20
Int. Growth Fd. 68.6 73.2 +0.8 1.58
(Accum. Units) 73.4 78.4 +0.8 1.58

Robert Fraser Trust Mgt. Ltd.
28b Albemarle St., W.1. 01-493 3211
Robt. Fraser Ut. Tst. 87.1 93.7xd 6.00

Friends' Provdt. Trust Mgrs. (a) (b) (c).
Pixham End, Dorking. 0306 5055
Friends Prov. Units 68.7 73.4 -1.3 3.98
Do. Accum. 98.8 105.6 -1.6 3.98

Funds in Court*
Public Trustee, Kingsway, WC2. 01-405 4300
Capital April 2 142.7 147.4xd 4.75
Gross Inc. April 2 83.9 86.3 ..... 11.14
High Yield April 2 95.0 97.9 ..... 10.62
*Unauth. Restricted to monies under Court control.

G.T. Unit Managers Ltd.♥
16, Finsbury Circus, EC2M 7DJ. 01-628 8131
G.T. Cap. Income 161.0 173.1 ..... 2.00
Do. Acc. 206.9 222.4 ..... 2.00
G.T. Inc. Fd. Un. 222.0 238.7 ..... 7.90
G.T. U.S. & Gen 221.1 237.7 ..... 1.40
GT Wld. Bd. Fd. 97.0 101.0xd 5.90
G.T. Japan & Gen. 109.7 117.9xd 1.30
♦Gt. Pens.Ex.Fd. 365.0 384.2 ..... 1.70
G.T. Int'l. Fund 255.4 274.6 ..... 1.90
G.T. Four Yds. Fd. 62.2 66.9 ..... 6.30
G.T. Far East & Gen. 99.5 106.9 ..... 1.20

G. & A. Trust (a) (g)
5 Rayleigh Road, Brentwood (0277) 227300
G. & A. 45.8 48.9 -0.7 4.76

Gartmore Fund Managers♥ (a)(g)
2 St. Mary Axe, EC3A 8BP 01-623 6114
Dealing only: 01-623 5766/5806
American Trust 43.3 46.8 +0.6 0.80
British Tst. (Acc.) 101.9 109.6 +0.3 3.65
British Tst. (Dist.) 100.6 108.2 +0.3 3.65
Commodity Share 52.5 56.5 -0.4 4.49
Extra Income Tst. 28.3 26.2 +0.1 9.12
Far East Trust 58.8 63.3xd +0.2 1.02
Gilt Trust 23.5 24.5xd -0.2 12.85
High Income Tst. 59.1 63.6 ..... 9.68
Income Fund 86.3 92.9 -0.6 6.99
Ins. Agencies £18.15 19.44 ..... 5.02
Intl. Exempt Fd. 118.2 128.6xd -0.4 5.81
Intl. Tst. (Acc.) 53.5 57.6 +0.2 1.68
Intl. Tst. (Dist.) 53.3 57.6 +0.2 1.68
Japan Trust 31.5 33.9 +0.4 0.16
Special Sits. Tst. 42.6 45.9 -0.1 2.33

Gibbs (Antony) Unit Tst. Mgs. Ltd. (a)
3 Frederick's Pl., Old Jewry, EC2 01-588 4111
Extra Income 29.3 31.9 ..... 10.80
Income 42.5 46.2 -0.1 10.08
Accumulation 93.7 101.9 -0.9 4.30
Growth 52.5 57.1 -0.3 4.50
UK Mkt. Leaders 57.8 62.2 -0.7 5.30
Small Co's 47.9 52.1xd -0.2 3.40
Technology 69.3 75.6 -0.2 3.60
Private 62.4 67.8 ..... 3.10
Intl. Erns. & Assets 56.1 61.0 -1.0 4.20
American 32.2 34.7 +0.3 1.00
Far East & Gen. 39.8 42.9 +0.1 1.80

Govett (John)
77 London Wall, EC2 01-588 5620
Stockholder April 10 174.4 185.6 ..... 1.95
Do. Accum. Unit 223.0 236.3 ..... 1.95
St. European 62.9 66.2 ..... 2.27
Next dealing May 1.

Grieveson Management Co. Ltd.
59 Gresham Street, EC2P 2DS 01-606 4433
Barr'ngtn April 8 321.5 340.8 ..... 4.92
(Accum. Units) 384.0 407.1 ..... 4.92
Br'gtn. H.Y. April 2 175.4 186.7xd 9.99
(Accum. Units) 250.0 266.0 ..... 9.99
Barr'gton Gilt April 7 104.6 107.9 ..... 11.98
(Accum. Units) 104.6 107.9 ..... 11.98
Br'ghton. Sm. April 3 137.4 146.2 ..... 3.92
(Accum. Units) 143.2 152.4 ..... 3.92
Endeav. April 7 429.3 448.0 ..... 1.25
(Accum. Units) 463.4 483.6 ..... 1.25
Granchir. April 3 119.3 125.8 ..... 2.13
(Accum. Units) 130.4 137.4 ..... 2.13
Ln. & Bruss. Apr. 8 80.8 84.7 ..... 4.40
(Accum. Units) 92.3 96.6 ..... 4.40

Guardian Royal Ex. Unit Mgrs. Ltd.
Royal Exchange, EC3P 3DN 01-628 8011
(ag) Guardhill Tst. 136.1 141.0 -0.5 4.27

Henderson Administration (a) (b) (c)
Premier UT Admin., 5, Rayleigh Road, Hutton, Brentwood, Essex. 0277 217238
U.K. Funds
Cabot Capital Trust 197.1 211.9xd -1.8 2.65
(Accum. Units) 254.6 273.8xd -2.3 2.65
Cabot Recovery 48.6 52.2 -0.8 5.13
Cap. Growth Inc. 89.7 96.5xd -0.4 1.54
Cap. Growth Acc. 96.5 103.8xd -0.5 1.54
Inc. & Assets 41.0 43.9xd -0.4 5.99
High Income Funds
Cabot Income Trust 220.6 237.2 -0.9 5.46
(Accum. Units) 338.5 364.0 -1.3 5.46
High Income 72.1 78.0 -0.2 7.41
Extra Inc. 61.9 66.9xd +0.1 7.91
Cab.Sm.Cos.Div. 45.4 49.1 +0.2 9.23
Pf. & Gilt 43.4 46.7xd +0.1 13.53
Gilt Trust 49.0 50.5 -0.4 11.25
Fixed Interest 49.9 51.4 ..... 13.56
Sector Funds
Financial 58.3 62.7 -0.6 1.37
Oil & Nat. Res. 64.9 70.5 -0.1 1.12
International
Global Technology — 50.0 ..... —
International 54.3 58.4xd +0.4 0.39
World Wide April 10 161.6 171.9 ..... 2.59
Overseas Funds
Australian 92.1 99.0xd +0.3 1.40
European 48.1 51.9 +0.1 2.41
Japan Trust 104.0 111.8 +0.1 0.11
Pacific Sm. Cos. 79.2 85.2 -0.1 0.35
North Amer. 60.5 65.1 +1.1 0.40
American Smaller 93.3 101.0xd +1.9 0.77
Exempt Funds
High Inc. Exempt(b) 132.1 137.6xd -1.2 6.48
Smlr. Cos. (b) 158.9 165.6 -0.3 2.29
Euro Exempt April 10 109.7 114.3xd 2.73
Japan April 10 120.6 125.6 ..... 0.49
North Amer. April 10 184.9 192.6 ..... 0.97

Hill Samuel Unit Tst. Mgrs.† (a)
45 Beech St., EC2P 2LX 01-628 8011
(b) British Trust 200.9 214.9 -2.9 3.02
(b) Capital Trust 39.5 42.3 +0.6 3.74
(g) Dollar Trust 92.8 99.3 +1.5 2.23
(g) Far East 33.2 35.5 +0.3 1.05
(b) Financial Trust 144.7 154.8xd 3.62
(b) Gilt & Fxd. Int. Tst. 23.8 24.8xd 11.68
(b) Gilt F.I. Growth 25.0 26.0 -0.2 3.85
(b) High Yield Tst 30.1 32.2 -0.3 8.23
(b) Income Trust 30.0 32.1 -0.5 7.29
(g) Int'l Trust 43.3 46.4 +0.6 2.30
(b) Security Trust 64.4 68.9 -1.0 4.44
(b) Spec. Sits. Tst 38.4 41.1 ..... 2.17
Gen. Exempt Mar. 16 £162.0 172.0xd 4.83

Investment Intelligence Ltd. (a)
15, Christopher Street, E.C.2. 01-377 9838
Intel. Amer. Tech. Fd. 74.7 79.5 +1.5 0.50
Intel. Inc. & Growth 31.3 33.6 +0.2 7.20
Intel Pacific Fund 104.9 111.7xd -0.9 1.00
Intel Small Co's Fd. 109.5 116.6 +0.7 3.80

Key Fund Managers Ltd. (a)(g)
25, Milk St., EC2V 8JE. 01-248 3999
Key Energy In. Fd. 159.2 169.4 ..... 2.54
Key Equity & Gen. 91.1 97.0 ..... 4.95
♦Key Exempt Fd. 221.9 236.1 ..... 6.42
Key Income Fund 75.7 80.5 ..... 9.94
Key Fixed Int. Fd. 50.4 52.6xd 14.24
Key Small Co's Fd. 165.2 175.8xd 4.54

Kleinwort Benson Unit Managers♥
20, Fenchurch St., EC3 01-623 8000
K.B. Unit Fd. Inc. 120.3 130.7 ..... 5.62
K.B. Unit Fd. Ac. 170.3 185.0 ..... 5.62
K.B. Fd. Inv. Tsts. 84.7 91.8xd +1.4 3.95
K.B. Fd. In. Tst. Acc. 93.6 101.5 +1.7 3.95
KB Smlr Co's Fd Inc. 63.3 69.5xd 4.94
KB Sm. Cos. Fd. Acc. 71.8 78.8 ..... 4.94
KB High Yld. Fd. Inc. 54.8 59.6 ..... 8.89
KB High Yld. Acc. 64.5 70.1 ..... 8.89

L & C Unit Trust Management Ltd.♥
The Stock Exchange, EC2N 1HP. 01-588 2800
L&C Inc. Fund 172.8 178.2 ..... 7.27
L&C Intl & Gen Fd. 143.2 147.7 ..... 0.48

Legal & General (Unit Tst. Mngrs.) Ltd.♥
5 Rayleigh Rd., Brentwood 0277 217238
Equity Dis. 96.2 104.0 -1.1 4.05
Equity Acc. 132.9 143.7 -1.4 4.05
Gilt — 100.0 ..... —

Leonine Administration Ltd.
2, St. Mary Axe, EC3A 8BP. 01-623 6114.
Leo Distribution 124.7 132.3 ..... 1.56
Leo Accum. 145.6 154.5 ..... 1.56

Lloyds Bk. Unit Tst. Mngrs. Ltd.♥ (a)
Registrar's Dept., Goring-by-Sea, Worthing, West Sussex. 01-623 1288
Balanced 73.5 79.0 -0.8 4.43
Do. (Accum.) 111.4 119.7 -1.3 4.43
Energy Int. 48.1 51.7 +0.3 1.93
Do. (Accum.) 48.1 51.7 +0.3 1.93
Extra Income 66.8 71.8 +0.1 8.43
Do. (Accum.) 89.4 96.1 +0.1 8.43
Income 100.2 107.7 -0.3 6.57
Do. (Accum.) 156.6 168.3 -0.6 6.57
Int. Technology 78.0 83.8 +0.9 0.51
Do. (Accum.) 79.9 85.8 +0.9 0.51
N. American & Gen. 51.9 55.8 +0.9 0.93
Do. (Accum.) 52.3 56.2 +0.9 0.93
Small Cos. & Recy. 60.3 64.8 +0.1 3.61
Do. (Accum.) 61.9 66.5 +0.1 3.61
Worldwide Gwth. 87.5 94.0 -0.3 1.99
Do. (Accum.) 115.8 124.6 -0.3 1.99
Exempt♦ April 7 118.5 124.7xd 6.94
♦Unauthorised. For tax exempt funds only.

INSURANCE PROPERTY BONDS

OFFSHORE & OVERSEAS FUNDS

Continued on previous page

FT SHARE INFORMATION SERVICE

BRITISH FUNDS

1981 High	Low	Stock	Price £	+ or −	Yield Int.	Yield Red.
		"Shorts" (Lives up to Five Years)				
99 7/16	97 3/16	Exch. 8¾pc 1981	99 7/16	.....	8.30	11.53
99 5/16	97¾	Exch. 9½pc 1981	99¼	−1/16	9.57	11.95
97	93¾	Exch. 3pc 1981	97	.....	3.09	11.83
99 13/16	99⅛	Treas. Variable '81§§	99¾xd	−1/16	13.46	12.58
100 7/16	99⅛	Exch. 12¾pc 1981‡‡	100 5/16	−⅛	12.71	12.10
97 11/16	95 1/16	Treas. 8½pc '80-82‡‡	97⅝	−1/16	8.71	11.78
95	91⅛	Treasury 3pc '82‡‡	94⅜	.....	3.18	10.11
102 3/16	100 1/16	Treasury 14pc '82‡‡	101⅞	−⅛	13.74	11.73
98 13/16	98 1/16	Treas. Variable '82§§	98 13/16	.....	11.98	12.76
95¾	93 1/16	Treasury 8¼pc '82	95½	−¼	8.64	12.28
96 3/16	93 1/16	Exch. 9¼pc 1982	95⅝	−⅛	9.67	12.61
94⅞	92⅝	Exch. 8¾pc 1983	94⅝	−¼	9.25	12.24
89¼	84⅞	Exch. 3pc 1983	88⅛	−⅛	3.40	10.16
99⅜	97⅜	Treasury 12pc 1983‡‡	98⅞	−¼	12.14	12.65
98⅛	96¾	Treas. Variable '83§§	98⅛	.....	12.08	12.85
94⅛	92¼	Treasury 9¼pc '83	93¾	−1/16	9.87	12.49
101 11/16	100¼	Exch. 13½pc '83	101¼	−¼	13.33	12.89
94⅛	92¼	Exch. 10pc 1983	93¾	−1/16	10.67	12.81
87¼	84½	Funding 5½pc '82-84‡‡	86⅞	.....	6.33	11.14
96¾	94 5/16	Exch. 11¼pc 1984	96¼	−⅛	11.69	12.83
103 3/16	101 11/16	Exchequer 14pc 1984	102 11/16	−3/16	13.63	12.91
80⅝	78½	Exch. 3pc 1984	79⅞	−⅛	3.76	10.61
98⅝	96⅝	Treasury 12pc 1984	98 3/16	−3/16	12.24	12.69
107¾	104⅞	Treasury 15pc 1985	106⅞	−3/16	14.04	12.67
98½	96 11/16	Exch. 12pc Cnv. '85	98	−⅛	12.24	12.64
75¾	73¼	Treasury 3pc 1985	74⅜	−¼	4.03	10.91
74¼	72⅞	Do. "A"	74⅜	−⅛	4.03	10.92
15 1/16	14 5/16	Treas 11¾pc '85 (£15pd.)●	14 13/16	−1/16	11.96	12.70
98⅞	96 5/16	Exch. 12¼pc 1985	97 13/16	−⅛	12.52	12.87
97⅛	93⅝	Exch. 11¾pc '86	96¼	−⅛	12.21	12.79
		Five to Fifteen Years				
70 3/16	69	Treasury 3pc 1986●	69½	−¼	4.34	11.08
97 11/16	66	Treasury 12pc '86	97⅛	−3/16	12.46	13.08
87⅞	84¾	Treasury 8½pc '84-86‡‡	87¼	−⅛	9.99	12.46
105⅜	98⅜	Exch. 13¾pc 1987	102¼	−½	13.28	13.28
81¼	77⅛	Funding 6½pc '85-87‡‡	77⅛xd	−⅜	8.39	11.84
99½	93⅛	Treas. 12pc 1987	93⅛xd	−⅝	12.85	13.46
88½	76¾	Treasury 7¾pc '85-88‡‡	80	−¼	9.89	12.57
65½	61⅝	Transport 3pc '78-88	63	−⅝	4.83	10.64
92¾	86¼	Treasury 11½pc 1989	91⅜	−½	12.81	13.65
93	87	Do. A	91¾	−⅝	12.96	13.79
67¼	63⅞	Treasury 5pc '86-89	64¾xd	−⅞	7.72	11.64
101½	95⅛	Treasury 13pc 1990‡‡	99⅞	−¾	13.44	13.63
40 3/16	38⅜	Exch. 12½pc '90 (£40pd)	38⅜	−1	13.46	13.93
80⅞	75⅞	Treasury 8¼pc '87-90‡‡	79⅝	−½	10.73	12.55
95⅛	86½	Treasury 11¾pc 1991	91⅝	−⅞	13.26	13.98
66¾	62⅝	Funding 5¾pc '87-91‡‡	64½	−⅜	8.93	11.96
90	84¼	Exch. 11pc 1991	84¼xd	−⅞	13.01	13.83
98⅜	91¼	Treasury 12¾pc '92‡‡	97	−⅝	13.54	13.79
82⅞	77⅜	Treasury 10pc 1992	81¾	−½	12.45	13.49
94⅛	88¼	Exch. 12¼pc '92	92⅝	−⅝	13.46	13.83
101⅞	95	Exchequer 13½pc '92	98	−⅞	13.90	13.99
96½	90¼	Treasury 12½pc '93‡‡	95⅛	−⅞	13.58	13.86
63⅞	60½	Funding 6pc 1993‡‡	62	−⅜	9.75	12.04
105¼	98⅝	Treasury 13¾pc 1993‡‡	104⅜	−⅞	13.92	13.94
107¼	100½	Treasury 14½pc '94‡‡	104⅞	−¾	14.06	13.95
104¼	96⅞	Exchequer 13½pc 1994	96⅞xd	−1	13.87	13.95
95⅝	88½	Exch. 12½pc 1994	93⅜	−⅞	13.64	13.89
79¾	74¼	Treasury 9pc '94‡‡	74½xd	−⅝	11.95	12.90
92⅞	83⅜	Treasury 12pc '95	91½	−⅞	13.50	13.80
51¼	48⅛	Gas 3pc '90/95	49⅜xd	−⅜	6.06	9.63
83	77⅜	Exch. 10¼pc 1995	81¾	−¾	12.91	13.54
100⅞	92⅞	Treasury 12¾pc '95‡‡	92⅞xd	−¾	13.57	13.73
104⅞	97⅛	Treas. 14pc '96	103	−1	14.02	14.01
76¾	72⅛	Treasury 9pc '92/96‡‡	74¾	−⅝	12.16	12.98
		Over Fifteen Years				
115⅝	106	Treasury 15¼pc '96‡‡	106¾xd	−¾	14.18	14.04
103½	95⅞	Exchequer 13¼pc '96‡‡	96xd	−⅝	13.64	13.72
35 1/16	34⅝	Trs. 2pc I. L. (£35pd)‡‡	34¾	−1/16	2.01	1.94
50¼	48⅛	Redemption 3pc 1986-96	49¼	−⅜	6.10	9.24
101⅛	93¾	Treasury 13¼pc '97‡‡	99⅜	−⅞	13.75	13.80
83⅜	77	Exchequer 10½pc 1997	82¼	−¾	13.00	13.45
74¾	70⅛	Treasury 8¾pc 1997‡‡	73⅛	−½	12.14	12.87
65⅞	60⅝	Treasury 6¾pc '95-98‡‡	60⅞xd	−½	11.03	12.22
114½	106½	Treas. 15½pc '98‡‡	110	−⅞	14.17	14.04
95⅛	87½	Exch. 12pc 1998	87½xd	−⅞	13.53	13.73
79⅜	74⅛	Treasury 9½pc 1999‡‡	78⅜	−⅜	12.49	12.97
94	87½	Exch. 12¼pc 1999	90¾	−1	13.59	13.74
94⅜	88	Do. 'B'	92⅛	−1	13.63	13.77
86¼	79¾	Treasury 10½pc 1999	79¾xd	−¾	13.00	13.36
100	92¼	Treas. 13pc 2000	98	−1⅛	13.71	13.77
107¾	99⅞	Treas. 14pc '98-01	105⅞	−⅞	13.95	13.94
93¼	85⅞	Exch. 12pc '99-02	91¼	−⅝	13.47	13.58
104⅜	96½	Treas. 13¾pc 2000-03	102⅜	−⅞	13.83	13.83
90	83⅝	Treasury 11½pc '01-04	87¼	−⅞	13.31	13.41
41⅛	38½	Funding 3½pc '99-04	40⅛	−⅜	8.91	10.55
99¼	92	Treasury 12½pc '03-05	97⅜	−1	13.52	13.56
68¾	63⅞	Treasury 8pc '02-06‡‡	66½	−⅜	12.07	12.37
92½	85⅛	Treasury 11¾pc 03-07	90⅝	−⅞	13.35	13.41
93⅜	86⅛	Do. 'A'	91⅝	−⅞	13.37	13.41
103⅛	95¾	Treas. 13½pc '04-08	99⅞	−⅞	13.61	13.61
50⅝	47	Treasury 5½pc '08-12‡‡	48⅞	−⅝	11.38	11.72
66¾	62⅜	Treasury 7¾pc '12-15‡‡	65¼	−⅝	12.19	12.30
98⅛	91⅛	Exch. 12pc '13-'17	96⅛	−⅞	13.03	13.03
		Undated				
33¼	31¼	Consols 4pc	32⅝	−¼	12.56	—
32¼	30½	War Loan 3½pc‡‡	31½	−⅜	11.58	—
37⅜	35¼	Conv. 3½pc '61 Aft.	35¾	−¼	9.82	—
25	23⅝	Treasury 3pc 66 Aft.	23⅞	−⅛	12.60	—
21⅛	20	Consols 2½pc	20¾	−⅛	12.08	—
21	19⅜	Treasury 2½pc	20¼	−⅛	12.40	—

INTERNATIONAL BANK

1981 High	Low	Stock	Price £	+ or −	Yield Int.	Yield Red.
90¾	87	5pc Stock '77-82	90¾	.....	5.51	12.60

CORPORATION LOANS

1981 High	Low	Stock	Price £	+ or −	Yield Int.	Yield Red.
93½	91½	Bath 11¼pc 1985	93¼	−¼	12.07	13.25
98	95½	Birm'ham 12½pc 1985	97¾	.....	12.79	13.19
101¾	97¼	Burnley 13pc 1987	101½	.....	13.41	13.72
95½	90	Cardiff 11pc 1986	90¼xd	.....	12.12	13.41
100⅛	98¼	G.L.C. 12½pc '82	100⅛	.....	12.48	12.39
99	97	Do. 12½pc 1983	98⅞	.....	12.64	13.08
[illegible]						

COMMONWEALTH AND AFRICAN LOANS

[illegible]						

LOANS

Public Board and Ind.

[illegible]						

Financial

[illegible]						

FOREIGN BONDS & RAILS

[illegible]						

AMERICANS

[illegible]						

CANADIANS

[illegible]						

BANKS AND HIRE PURCHASE

[illegible]								

Hire Purchase, etc.

[illegible]								

BEERS, WINES AND SPIRITS

[illegible]								

BUILDING INDUSTRY, TIMBER AND ROADS

[illegible]								

CHEMICALS, PLASTICS

[illegible]								

DRAPERY AND STORES

[illegible]								

ELECTRICALS

[illegible]								

ELECTRICALS—Continued

[illegible]								

ENGINEERING MACHINE TOOLS

[illegible]								

FOOD, GROCERIES, ETC.

[illegible]								

FOOD, GROCERIES—Cont.

[illegible]								

HOTELS AND CATERERS

[illegible]								

INDUSTRIALS (Miscel.)

[illegible]								

INDUSTRIALS—Continued

[illegible]

INSURANCE

[illegible]

INSURANCE—Continued

[illegible]

LEISURE

[illegible]

MOTORS, AIRCRAFT TRADES

Motors and Cycles

[illegible]

Commercial Vehicles

[illegible]

Components

[illegible]

Garages and Distributors

[illegible]

NEWSPAPERS, PUBLISHERS

[illegible]

PAPER, PRINTING ADVERTISING

[illegible]

PROPERTY

[illegible]

PROPERTY—Continued

[illegible]

SHIPPING

[illegible]

SHOES AND LEATHER

[illegible]

SOUTH AFRICANS

[illegible]

TEXTILES

[illegible]

TOBACCOS

[illegible]

TRUSTS, FINANCE, LAND

Investment Trusts

[illegible]

INVESTMENT TRUSTS—Cont.

[illegible]

Finance, Land, etc.

[illegible]

OIL AND GAS

[illegible]

OVERSEAS TRADERS

[illegible]

RUBBERS AND SISALS

[illegible]

TEAS

India and Bangladesh

[illegible]

Sri Lanka

[illegible]

Africa

[illegible]

MINES

Central Rand

[illegible]

Eastern Rand

[illegible]

Far West Rand

[illegible]

O.F.S.

[illegible]

Finance

[illegible]

Diamond and Platinum

[illegible]

Central African

[illegible]

MINES—Continued

Australian

1981 High	1981 Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
40	32	Acmex 50c	40	......	Q2.5c	—	3.3
23	14	ACM 20c	22	+3	—	—	—
21	14	Argosy Gold NL 25c	16	......	—	—	—
212	137	Bond Corp.	206	−6	Q7½c	1.9	1.9
102	76	Bougainville I Kina	88	+5	Q26.2c	1.0	15.5
302	214	CRA 50c	240	−6	Q19c	1.7	4.0
25	17½	Canada Northwest	22	......	—	—	—
35	17	Carr Boyd 20c	21	......	—	—	—
415	105	Central Pacific	130	−10	—	—	—

[illegible]

Tins

[illegible]

Copper

[illegible]

Miscellaneous

[illegible]

NOTES

Unless otherwise indicated, prices and net dividends are in pence and denominations are 25p. Estimated price/earnings ratios and covers are based on latest annual reports and accounts and, where possible, are updated on half-yearly figures. P/Es are calculated on "net" distribution basis, earnings per share being computed on profit after taxation and unrelieved ACT where applicable; bracketed figures indicate 10 per cent or more difference if calculated on "nil" distribution. Covers are based on "maximum" distribution; this compares gross dividend costs to profit after taxation, excluding exceptional profits/losses but including estimated extent of offsettable ACT. Yields are based on middle prices, are gross, adjusted to ACT of 30 per cent and allow for value of declared distribution and rights.

- ● "Tap" Stock.
- * Highs and Lows marked thus have been adjusted to allow for rights issues for cash.
- † Interim since increased or resumed.
- ‡ Interim since reduced, passed or deferred.
- ‡‡ Tax-free to non-residents on application.
- ♦ Figures or report awaited.
- ♣ USM; not listed on Stock Exchange and company not subjected to same degree of regulation as listed securities.
- †† Dealt in under Rule 163(2)(a); not listed on any Stock Exchange and not subject to any listing requirements.
- ‡‡ Dealt in under Rule 163(3).
- ● Price at time of suspension.
- ¶ Indicated dividend after pending scrip and/or rights issue: cover relates to previous dividends or forecasts.
- ♦ Merger bid or reorganisation in progress.
- ♣ Not comparable.
- ♠ Same interim; reduced final and/or reduced earnings indicated.
- § Forecast dividend; cover on earnings updated by latest interim statement.
- ‡ Cover allows for conversion of shares not now ranking for dividends or ranking only for restricted dividend.
- ★ Cover does not allow for shares which may also rank for dividend at a future date. No P/E ratio usually provided.
- ♥ Excluding a final dividend declaration.
- ** Regional price.
- ‖ No par value.

§§ Yield based on assumption Treasury Bill Rate stays unchanged until maturity of stock. ★★ Available only to UK pension schemes and insurance companies engaged in pension business. a Tax free. b Figures based on prospectus or other official estimate. c Cents. d Dividend rate paid or payable on part of capital; cover based on dividend on full capital. e Redemption yield. f Flat yield. g Assumed dividend and yield. h Assumed dividend and yield after scrip issue. j Payment from capital sources. k Kenya. m Interim higher than previous total. n Rights issue pending. q Earnings based on preliminary figures. s Dividend and yield exclude a special payment. t Indicated dividend: cover relates to previous dividend, P/E ratio based on latest annual earnings. u Forecast dividend: cover based on previous year's earnings. v Tax free up to 30p in the £. w Yield allows for currency clause. x Prospective real rate of return. y Dividend and yield based on merger terms. z Dividend and yield include a special payment: Cover does not apply to special payment. A Net dividend and yield. B Preference dividend passed or deferred. C Canadian. E Minimum tender price. F Dividend and yield based on prospectus or other official estimates for 1981-82. G Assumed dividend and yield after pending scrip and/or rights issue. H Dividend and yield based on prospectus or other official estimates for 1980-81. K Figures based on prospectus or other official estimates for 1981-82. M Dividend and yield based on prospectus or other official estimates for 1980. N Dividend and yield based on prospectus or other official estimates for 1981. P Figures based on prospectus or other official estimates for 1980-81. Q Gross. T Figures assumed. Z Dividend total to date.

Abbreviations: xd ex dividend; xc ex scrip issue; xr ex rights; xa ex all; xd ex capital distribution.

REGIONAL MARKETS

The following is a selection of London quotations of shares previously listed only in regional markets. Prices of Irish issues, most of which are not officially listed in London, are as quoted on the Irish exchange.

Albany Inv. 20p	42	......
Bertam	13½	......
Bdg'wtr. Est. 50p	505	−10
Craig & Rose £1	£11¼	......
Fife Forge	56	......
Finlay Pkg. 5p	22	......
Graig Ship. £1	£20	......
Higsons Brew	73	......
Holt (Jos) 25p	415	......
I.O.M. Stm. £1	157	......
Pearce (C. H.)	950	......
Peel Hldgs.	100	......
Sheff. Refrshmt	107	......
Sindall (Wm.)	170	......

IRISH

Conv. 9% '80/82	£93¾	......
Nat. 9¼% 84/89	£75¾	......
Fin. 13% 97/02	£80	......
Alliance Gas	70	......
Arnott	245	+5
Carroll (P.J.)	87	+2
Concrete Prods.	92	......
Heiton (Hldgs.)	27	......
Ins. Corp.	395	......
Irish Ropes	50	......
Jacob	42xd	......
T.M.G.	22½	......
Unidare	88	......

OPTIONS

3-month Call Rates

Industrials

A. Brew	6½
BOC Intl.	11
B.S.R.	4½
Babcock	11
Barclays Bank	36
Beecham	15
Blue Circle	35
Boots	20
Bowaters	24
Brit. Aerospace	14
B.A.T.	25
Brown (J.)	7
Burton Ord.	12
Cadburys	7½
Courtaulds	6
Debenhams	8
Distillers	17
Dunlop	7½
Eagle Star	22
F.N.F.C.	3½
Gen. Accident	30
Gen. Electric	60
Glaxo	28
Grand Met.	14
G.U.S. 'A'	44
Guardian	32
G.K.N.	16
Hawker Sidd	25
House of Fraser	14
I.C.I.	20
"Imps"	7
I.C.L.	6
Ladbroke	30
Legal & Gen.	20
Lex Service	10
Lloyds Bank	28
"Lofs"	4½
London Brick	7
Lucas Inds.	18
"Mams"	20
Mrks. & Spncr	9
Midland Bank	26
N.E.I.	7
Nat. West. Bank	32
P & O Dfd.	13
Plessey	38
Racal Elect.	34
R.H.M.	5
Rank Org. Ord.	18
Reed Intnl.	20
Sears	5
Tesco	5½
Thorn EMI	36
Trust Houses	28
Tube Invest.	18
Turner & Newall	10
Unilever	50
Utd. Drapery	6½
Vickers	15
Woolworths	5

Property

Brit. Land	8
Cap. Counties	11
Land Secs.	37
MEPC	20
Peachey	15
Samuel Props.	13
Town & City	2¼

Oils

Brit. Petroleum	36
Burmah Oil	16
Charterhall	9
KCA	22
Premier	10
Shell	34
Tricentrol	30
Ultramar	44

Mines

Charter Cons.	21
Cons. Gold	45
Lonrho	9
Rio T. Zinc	45

A selection of Options traded is given on the London Stock Exchange Report page

"Recent Issues" and "Rights" Page 38

This service is available to every Company dealt in on Stock Exchanges throughout the United Kingdom for a fee of £500 per annum for each security

FINANCIAL TIMES

Tuesday April 14 1981

Early move to expel Sands unlikely

By Elinor Goodman

THE COMMONS now looks unlikely to make any early move to expel Mr. Bobby Sands, the IRA hunger-striker who was elected last week as MP for Fermanagh-South Tyrone.

Certainly, no move is likely before Easter.

Mr. Sands is already in the forty-fifth day of his hunger strike in pursuit of effective political status for Republican prisoners, and it is thought that he may only have about two weeks to live. His death would exacerbate the Government's difficulties in dealing with the Northern Ireland problem.

Mr. Francis Pym, the Leader of the House, had private talks with the other parties at Westminster yesterday; and the general view seemed to be that it would be wrong to rush into any move to expel Mr. Sands.

Mr. Humphrey Atkins, the Northern Ireland Secretary, is *believed to have advised* Mr. Pym yesterday morning against laying *an expulsion order.*

The Labour and Liberal business managers told Mr. Pym that they would be against expelling Mr. Sands. And there was little enthusiasm for an *immediate expulsion order* from the Ulster Unionists.

Some Tories still considered it intolerable that a convicted terrorist should remain an MP—but a number of Conservative MPs told the party whips that they did not think he should be expelled.

In the longer term, however, the Government may consider ways of trying to prevent a repetition of the circumstances in which a prisoner could stand as a Parliamentary candidate.

The feeling in the Commons yesterday seemed to be that expelling Mr. Sands would risk playing into the IRA's hands, by increasing the already enormous propaganda value of his victory.

Mr. Pym was having further talks with the Opposition parties last night—but the Government seemed unlikely to press the case for expelling Mr. Sands unless the support of a substantial majority of MPs was certain.

Mr. James Kilfedder, the United Ulster Unionist MP for Down North, was last night planning to ask Mr. Pym to introduce a Bill immediately making it impossible for a convicted criminal to stand as a candidate in an election.

Mr. Kilfedder said that he would be against expelling Mr. Sands as it would only bring him more publicity and possibly sympathy in Northern Ireland.

Irish economic preview, Page 25

D-Mark rise on $ and EMS revaluation forecast

BY JONATHAN CARR IN BONN

THE D-MARK is likely to strengthen against the dollar and be revalued in the European monetary system in the course of this year, according to West Germany's five leading economic research institutes.

Their prediction came yesterday as the D-Mark was losing ground against the dollar in Frankfurt.

However, the institutes argued that in coming months a growing disparity between relatively low prices and costs in West Germany and higher ones elsewhere would boost the German currency.

This in turn would dampen import prices and—combined with the already fairly strong demand for German goods from abroad—would increase the visible trade *surplus and cut* the current account deficit a little.

Last year West Germany had a *trade surplus of DM 9.1bn* and the current account was DM 28.1bn in the red—much the highest deficit in the *Western world.*

These quite positive comments on the currency and the current account came in the institute's regular spring report on the German economic outlook.

The five made clear they were not satisfied with the likely *economic performance in other* respects nor with the policies of *Government and Bundesbank* during the current downturn.

They expect a cut in gross national product in real terms this year (so-called "minus growth") of 1.5 per cent, compared with a rise last year of 1.8 per cent. They think unemployment will average 1.25m compared with 890,000 in 1980 and inflation will average about 5 per cent compared with 5.5 per cent.

These figures are slightly more pessimistic than the projections for 1981 made by the same institutes last autumn. They spare no criticism on what they see as flaws in present economic and monetary policy.

The federal Government is *praised for trying to hold down* the growth of its budget deficit —but is attacked for *failing to* do so in the right way.

The institutes say the Government has acted to cut state investment—thus further depressing economic growth prospects —but *lacks the courage to cut* expenditure on public sector *personnel and social services.*

The independent Bundesbank *is accused of concentrating overzealously* on stabilising the exchange rate of the D-Mark while excessively holding back the growth of domestic money supply.

The institutes believe the Bundesbank will relax its tight money policy "in the not too distant future," but at the moment it is discouraging private investment and undermining growth.

Trade unions are accused of concentrating too much the income of their members—cutting profit margins and investment prospects at a time of economic stagnation and current account deficit.

The institutes say they expect wage increases *to be about 5 per* cent this year—including fringe benefits—a figure they feel is excessive in present *circumstances.*

So far there has been no 5pm wage agreement in any major West German industrial sector.

Metal trade group may be sold to French

By John Edwards

ONE of the leading ring-dealing members of the London Metal Exchange, Brandeis Goldschmidt — a subsidiary of merchant bankers S. G. Warburg — may be sold to Pechiney Ugine Kuhlmann, the French-based metals group, it was announced yesterday.

A statement said that Pechiney, a leading aluminium and industrial group which has been expanding its metal trading activities considerably in recent years, was holding talks with Mercury Securities, a subsidiary of S. G. Warburg.

Any deal would be subject to Government approval in the countries where Brandeis Goldschmidt operates. Brandeis has subsidiaries in the U.S., Japan, West Germany and Switzerland among others, trading in base metals and ferro alloys. It also owns the Elkington Copper Refinery in Britain.

A subsidiary of Pechiney, Intsel, is already one of the 30 members of the Metal Exchange. *Unlike other commodity exchanges, seats on the Metal Exchange cannot be bought or sold directly* since every company has to be elected. Purchase of a *seat, though, can* make election slightly easier.

Expanded

Brandeis, a founder member of the Metal Exchange, expanded its activities considerably since it was taken over by S. G. Warburg in the 1950s. As its profitability as a metals merchant company is closely linked to the industrial cycle, the funds required to compete effectively with other big metal trading groups like Phillipp Bros have increased enormously in recent years.

Membership of the planned London gold futures market would increase the financial exposure, although Brandeis is not heavily involved in precious metals trading.

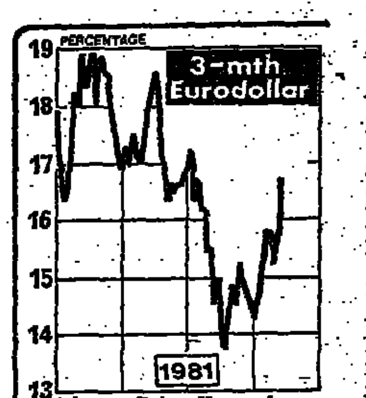
The price to be paid by Pechiney is unknown. Last *accounts for the financial* year to March 1980 put shareholders *funds at nearly £25m.*

If the deal goes through, Warburg will be pulling out of metals trading at a time when other merchant banks are strengthening their connections with the Metal Exchange through the proposed gold futures market.

THE LEX COLUMN

Healthier trend for Glaxo

Index fell 4.7 to 546.6



The U.S. money supply figures were bad enough both to justify the Federal Reserve's rather more restrictive stance last week and to make the markets afraid that more tightening might be on the way. So euro-dollar rates hardened considerably, and the dollar was strong against all currencies — and against gold, which lost nearly $20 an ounce. In London both equities and gilt-edged were weak, with the All-Share Index falling by 1 per cent, and gilt-edged prices closing as much as a point lower.

Glaxo

It is just a year since Glaxo caught the market on the wrong foot with a poor set of interim figures. The shares were left *friendless, and in the* month or so following the results they traded down from 240p to 180p. Now the analysts *have been caught out* again, this time through being too pessimistic. *In the six* months to December the group has made £35.6m pre-tax, compared with forecasts clustered around last year's £30.3m level.

Glaxo's trading margins have stopped *falling—for the time* being at least—although they remain way below the level of the late 1970s, partly because of the strength of sterling. Sales volume is slightly ahead, and prices have been raised substantially, particularly in the UK where turnover is up by a third. Glaxo's newer products are going well, and raw material inflation has been low.

Even before the figures the share price had been moving strongly, and yesterday it put on another 16p to 338p, 85 per cent above last year's low point. Clearly it is doing far more than celebrating Glaxo's modest profits recovery; after all, if the group makes £75m this year, it will just have beaten the level of 1975-76. Like the equity market as a whole, it is discounting the recovery after next.

The bulls are looking forward to the launch of Ventolin in the U.S., the marketing of ranitidine, the anti-ulcer drug, later in 1981, and a steady flow of worthwhile new products from Glaxo's very respectable R and D spend. Drug companies have edged under the Health Care umbrella, which makes them all the rage again in equity markets worldwide.

In this sort of mood the market can brush aside the competition from Smith Kline on the ulcer front or Hoechst in third generation cephalosporins, and ignore Glaxo's poor current cost dividend cover (for 1979-80 at least; no interim CCA figures are published). Trading on roughly 16 times fully-taxed prospective earnings, the shares yield 4.2 per cent.

Burton Group

In tough trading conditions Burton Group has suffered a setback in pre-tax profits from £9.34m to £8.77m at the halfway stage, though the shortfall could be more than made up by the end of the year in August. With turnover up 12 per cent in the clothing retail*ing divisions* Burton has achieved a few points of *volume growth, and retail trading profits appear to be slightly better except at Top Shop.* However, the half-time interest *charge is nearly £0.7m higher,* with financing costs failing to show *the benefit of the debt* reductions achieved towards the end of the period: *bank borrowings* eased to £16m by February *against £44m in August, partly* in response to asset disposals, and a *further cutback in debt* is planned for the remainder of the year.

So interest reductions should help strongly from now on, and Burton is benefiting from the elimination of last year's lossmakers in mail order and, partially, in manufacturing. The lossmaking French subsidiary is also being sold, and Ryman's results have improved.

The second half is seasonally less favourable, but Burton should be on course for £13.5m pre-tax or more, against an adjusted £12.6m in 1979-80. Further loss elimination should follow next year, with the manufacturing side (now reduced to two factories) scheduled to break even then. But the quality of the group's earnings remains suspect, given that it is drawing so heavily on provisions s[...] up in the past for rationalis[...]tion. Next year, perhaps, w[...] tell; meantime the yield at 13[...] is 5.9 per cent.

Rugby Portland

After the exceptional[...] buoyant first half, Rugby Po[rt]*land has come down to ear[th]* with a bump in the subseque[nt] *six months* with a 10 per ce[nt] decline in UK cement volum[e]. The steel reinforcing mark[et] has been even more difficu[lt] *while the contribution from t[he]* Australian subsidiary Coc[k]burns has fallen heavily. [...] pre-tax profits in the secon[d] half have slipped by 25 per cen[t] producing a 12 per cent ri[se] for the whole year to £16.9m.

After teething problems, t[he] new fuel-efficient Rochest[er] *plant is now apparently movi[ng] up to maximum capacity,* a[nd] the group's strong presence [in] the South East may produ[ce] some benefit in terms of m[ar]*ket share.* But the compa[ny] will be unable to do much [to] *mitigate a fall in UK cement* [de]mand, estimated at 8 per ce[nt]. With conditions in *steel* [re]*inforcing* even tougher, [...] *profits are likely to be low* overall, although a pickup [in] *Australia in the second h[alf]* should counterbalance the [...] *decline.* The shares, perha[ps] disappointed by the unchang[ed] *dividend, eased 1p lower yest[er]day* to 85p, producing a yie[ld] *of 8 per cent.*

Pechiney/Mercury

Pechiney of France h[as] approached S. G. Warburg wi[th] a view to buying its metal tra[d]ing business, Brandeis, Go[ld]schmidt and Co.—and if t[he] deal goes through, it wo[uld] make quite a difference to t[he] financial profile of the [...] bank's holding company, M[er]cury Securities. A year a[go] the net worth of Brandeis [...] £24.8m, and the balance sh[eet] totalled £158m.

Most of the capital is tied [up] in readily saleable curr[ent] assets, and the value of t[he] business depends very much [on] goodwill and the skill of in[di]vidual traders. However, it [is] only modestly involved in p[re]cious metals and its after[-tax] profits £2.9m in 1979-80—h[ave] fallen sharply in the year j[ust] ended.

A sale may not have a great effect on Warburg's eff[ec]tive gearing, since the debt [of] the trading company is guaranteed by the bank. H[ow]ever, Brandeis has been a v[ola]tile source of earnings, and sales proceeds should be q[uite] significant relative to M[er]cury's market capitalisation [of] £97m.

Dollar rises

Continued from Page 1

The D-mark was also unsettled by reports of a deepening disagreement over monetary policy between the Bonn Government and the Bundesbank.

The West German Central Bank intervened officially in the markets to support the D-mark for only the second time since German interest rates were forced up on February 19.

The dollar rose sharply against other European currencies, though it generally eased back a little in the afternoon on profit-taking. Its trade-weighted index, measuring its value against other major currencies, rose by a point to 102.5.

Sterling was hit by the strength of the dollar, falling 1.75 cents to $2.1645, its lowest closing level for just over a year, after touching $2.1550 at one point. Its trade-weighted index fell by 0.3 points to 98.9.

The main reason for the latest rise in the dollar was the announcement on Friday of both a larger-than-expected increase in the U.S. money supply, and higher U.S. prime rates.

Both these point toward a *continuation of the recent* firmer trend in interest rates.

Several U.S. banks, including First National Bank of Chicago and Harris Trust and Savings, increased their prime lending rate yesterday from 17 to 17½ per cent. This followed the similar move on Friday by Chase Manhattan and Manufacturers Hanover Trust.

These events continued to depress financial markets in New York with a rise in yields on long-dated Treasury bonds.

By early afternoon in New York three-month certificates of deposit *were trading at* 15.85 per cent, compared with 15.15 when the *market opened.*

The current levels of such certificates, a key source of bank funding, reinforced fears of further prime rate increases.

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Brixton inquiry

with great bravery and professionalism.

"But despite the determined efforts of the police, they were faced with violence which was very serious in its type, scale and intensity. In addition to the personal injuries, the widespread damage to property, and consequent financial loss to wholly innocent people, has been enormous.

"Whatever grievances individuals or communities feel they suffer, such violence—from whatever quarter it comes—cannot and will not be condoned. The police will continue to do their duty to maintain the law on the streets of London, and in this they are entitled to the full support of Parliament and the nation."

In reply to Mr. Alex Lyon (Lab., York) who accused the police of insensitivity in code-*naming their largescale* operation in Brixton last week "Swamp 81," Mr. Whitelaw said he was unaware of the operation.

However, he agreed with Mr. Alan Clark (C., Plymouth Sutton) that there might be a case *for allowing* police greater use of arms. Mr. Clark said the "widespread and indiscriminate use of fire bombs" introduced a *new element.* "Was it fair, he asked to require police to face these weapons without giving them the means to protect themselves or retaliate? "This has obviously got to be examined and will be," Mr. Whitelaw said.

Several Conservative backbenchers suggested that the riots had been planned in advance—Mr. Eldon Griffiths (C., Bury St. Edmunds) said the use of Molotov cocktails ruled out the possibility of spontaneous action while Mr. William Shelton (C., Lambeth Streatham) referred to "mounting evidence of a planned trap for the police." A recent report by Lambeth Council referring to the police as "an army of occupation" had fuelled hostility against the police, he added.

Mr. Anthony Grant (C., Central Harrow) urged Mr. Whitelaw to ensure that Lord Scarman's terms of reference were wide enough to cover the activities of "extremist groups including those masquerading under such grandiose titles as the National Council for Civil Liberties."

It was perhaps predictable that the Opposition were most concerned with the social factors underlying the unrest in Brixton, while the Conservatives were more interested in upholding the authority of the police, and that Mr. Enoch Powell, the Independent-minded MP for South Down, would have his own idiosyncratic comment on the events. "In reflecting upon these events," he said, "will you and the Government bear in mind, in view of the prospective future increase in the relevant population, that they have seen nothing yet."

Jason Crisp writes: The Brixton Defence Committee, formed on Sunday, yesterday announced that it plans to hold a mass rally at a hall close to Brixton police station. It has called on people from 25 cities from around the country to attend the rally which is to be *held on Easter Sunday.*

The committee was formed to *defend those arrested during* the weekend's rioting. It said it would be approaching Lambeth council and the three local Labour MPs for support. Mr. Ted Knight, the left-wing leader of Lambeth council, called for the charges against arrested youths to be dropped. Mr. Knight appealed to the Government for urgent financial aid to repair the damage done over the weekend.

Continued from Page 1

Hedderwick

with Quilter Hilton Goodison, the stockbroking firm headed by Mr. Nicholas Goodison, chairman of the Stock Exchange.

Hedderwick's creditors, mainly jobbing firms, will be called to a meeting in the Stock Exchange on April 24.

The firm's financial position should by then be broadly known. Already the £3m default which caused the firm's collapse on Friday has been substantially reduced as settlement of many normal transactions has been completed.

The original figure represented the total of cheques returned by Hedderwick's bankers, National Westminster, at the end of clearing on Friday when the unrecovered debt from Farrington Stead left the firm without sufficient funds to meet its ordinary business.

Mr. Fidler, as liquidator to Hedderwick, will examine the firm's assets and those of its 22 directors. All the assets are now *frozen.* The firm's largest asset is believed to be its short lease on its premises at 1, Moorgate.

If the assets were insufficient to meet all liabilities, the Stock Exchange compensation fund—standing at £1.4m but due to be *reduced about £½m by the recent* collapse of Norman Collins, *another firm of stockbrokers*—would be used.

The compensation fund is used to pay clients of member firms who have *lost money* through a collapse. It is not available to make up losses incurred by jobbers.

Quilters, which was within half-an-hour of taking over Hedderwick when the collapse occurred, has employed 20 of the 60 Hedderwick staff it proposed to take on through the abortive rescue.

Yesterday Mr. Goodison said his firm hoped to take on more Hedderwick staff once they had been given permission to move

Benn says he will not stand down

By Elinor Goodman

MR. TONY BENN rejected calls last night from other Labour Left-wingers for him not to challenge *Mr. Denis Healey* for the deputy leadership this autumn.

He gave the strong impres*sion that he intended to fight* the kind of divisive campaign *which Mr. Michael Foot, the* Labour leader, hoped to avoid.

Mr. Benn told a meeting of Tribune MPs, called specially to dissuade him from standing, that he saw the election as an opportunity to argue out publicly policy differences with those members of the Shadow Cabinet who did not agree with party policy.

His refusal to stand down may well mean that other Left-wing candidates are drawn into the field.

Mr. Eric Heffer, once Mr. Benn's closest ally on the party's national executive, said that in the circumstances it was up to everybody to reconsider their position.

Mr. Heffer will not make up his mind finally for several weeks. If he did stand it would split the Left's vote.

Even without another candidate in the field, the election will almost certainly add to the divisions both within the Labour Party as a whole, and on the Left in particular.

Last night, in an indication of the kind of campaign Mr. Benn's supporters on the far Left will fight, the Campaign for Labour Party Democracy claimed that those "seeking to intimidate candidates into withdrawing by offensive public statements and Press manipulation" were behaving in a manner which could be compared only to practices under totalitarian regimes.

Mr. Benn, *who will get most of his support from local Labour Party activists,* got the backing yesterday of Mr. Arthur Scargill's Yorkshire miners.

They will campaign for him at the annual NUM *conference* in July.

Since he announced his intention of standing Mr. Benn has come under strong pressure from both trade unionists and Mr. Foot not to stand.

Weather

UK TODAY

Dry with some sunshine.

London, Midlands, E. England
Dry, rather cloudy, sunny intervals. Max 12C (54F).

S.W. England, S. Wales, Channel Islands
Becoming cloudy with perhaps rain. Max 14C (57F).

N. Wales, N.W. England
Rain in places, drier later. Frost overnight. Max 12C (54F).

N.E. England, Borders
Dry, bright or sunny intervals. Max 10C (50F).

C., N. Scotland, N. Ireland
Dry, sunny periods. Max 12C (54F).

Outlook
Mainly dry with some sunshine. Warm in the west. *Overnight frost.*

WORLDWIDE

		Y'day midday °C	°F			Y'day midday °C	°F
Ajaccio	S	21	70	Locarno	S	19	66
Algiers	C	16	64	London	C	11	52
Amsdm.	F	12	54	*L. Ang.†*	F	12	54
Athens	C	15	59	Luxmbg.	C	17	63
Bahrain	S	28	82	Luxor	S	30	86
Barclna.	C	19	66	Madrid	C	16	61
Beirut	S	18	64	Majorca	C	18	64
Belfast	C	9	48	Malaga	C	18	64
Belgrd.	S	21	70	Malta	S	18	64
Berlin	C	16	61	M'chstr.	S	11	52
Biarritz	F	23	73	*Molbne.*	C	19	66
Bmghm.	S	11	52	Miami†	C	22	72
Blackpl.	C	9	48	Milan	S	22	72
Bordx.	F	21	70	Montrl.†	F	2	36
Boulgn.	Fg	10	50	Moscow		—	—
Bristol	C	12	54	*Munich*	S	22	72
Brussels		—	—	Nairobi	C	24	75
Budpst.	S	22	72	Naples	S	22	72
Cairo	F	25	77	Newcstl.	F	9	48
Cardiff	C	9	48	N York†	F	7	45
Cas'b'ca	F	19	66	Nice	S	19	66
Cape T.	S	22	72	Nicosia	F	21	70
Chicg.†	R	12	54	Oporto	C	15	59
Cologne	C	16	61	Oslo	S	11	52
Cpnhgn.	S	11	52	Paris	F	17	63
Corfu	S	21	70	Perth		—	—
Denver†	C	10	50	Prague		—	—
Dublin	C	7	45	Reykjvk.	C	8	46
Dbrvnk.	S	18	64	Rhodes	F	19	66
Ednbgh.	F	8	46	Rio J'o†		—	—
Faro	F	18	64	Rome	S	20	68
Florence	S	24	75	Salzbrg.	S	23	73
Frankft.	C	19	66	S F'cisc†	F	7	45
Funchal	C	18	64	Singapr.	C	32	90
Geneva	F	21	70	Stckhm.	C	10	50
Gibraltar	F	19	66	Strasbg.	S	22	72
Glasgow	F	9	48	Sydney	F	24	75
G'rnsey	R	10	50	Tangier	S	18	64
Helsinki	C	6	43	Tel Aviv	F	18	64
H. Kong	F	27	81	Tenerife	C	20	68
Innsbrk.	S	22	72	Tokyo	C	11	52
Invrnss.	S	10	50	T'ronto†	C	6	43
I.o.Man	C	9	48	Tunis	S	19	66
Istanbul	S	18	64	*Valencia*	C	18	64
Jersey	C	17	54	Venice	S	19	66
Jo'burg		—	—	Vienna	S	20	68
L. Plms.	C	20	68	Warsaw	F	20	68
Lisbon	F	16	61	Zurich	S	20	68

C—Cloudy. F—Fair. Fg—Fog. R—Rain. S—Sunny.
† Noon GMT temperatures.

Nuclear safeguards 'cost sales'

BY DAVID FISHLOCK, SCIENCE EDITOR

CANADA'S insistence on a high standard of safeguards against proliferation of nuclear weapons may cost it sales of its Candu reactors, according to Mr. Pierre Trudeau, the Prime Minister.

Canadian bids were being put at a disadvantage compared with some of its competitors, among them Britain, West Germany and France, said Mr. Trudeau.

He warned that Canada might be obliged to get out of the international nuclear business because it did not *want to be "purveyors of* nuclear materials without high *safeguards."*

The Candu technology was *very costly to maintain* and its only salvation would be an *increase in reactor sales overseas,"* but we are being undercut by other *countries who are* less concerned with safeguards and less worried about nuclear proliferation."

Mr. Trudeau said he hoped to have the conclusions of an inter-departmental review of Canadian nuclear policy by June. This would help to resolve some of the problems of Canada's nuclear future.

Mr. Trudeau's remarks followed the appearance of Atomic Energy of Canada Limited (AECL) before the Ottawa Parliament's public accounts committee, when it was urged to try to sell more reactors overseas.

The committee was concerned about AECL's stocks of heavy water, an expensive component of this type of reactor, for which it currently has a surplus worth C$100m (£38.6m).

AECL *said last night that* Korea, Romania and Mexico were all good prospects for Candu sales.

Mr. James Donnelly, chief executive, had returned from Korea *at the weekend* "extremely confident" of an *order for a second Candu* reactor.

"Never has the company had such support from the Government as we've had in the last six months," said a company official.

Canada demands "full-scope" safeguards as a condition of sale of its nuclear plant or uranium fuel to foreign countries.

That implies that every one of *a nation's nuclear facilities* should be open to international *inspection, to verify that it* is not developing nuclear *weapons.*

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